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Trade Opportunities in **VIETNAM**

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1. Executive Summary

As one of the most densely-populated South-East Asian economies, Vietnam has made remarkable strides on the economic growth and development front. Post the Vietnam War, from 1975 until the mid-1980s, Vietnam was amongst the poorest economies in the world, characterised by stunted economic growth and abysmally low per capita GDP levels ranging between US\$ 200 to US\$ 300 per capita. However, a series of economic and political reforms (*Đổi Mới*) introduced by its government in 1986 resulted in the country successfully transitioning from a centrally-planned, highly-agrarian economy to becoming an industrial and market-based economy.

Spurred by sharp rise in domestic demand and strong manufacturing exports, Vietnam's GDP rose sharply from 4.8% in 1999 to 7.1% in 2007, before stabilising between 6% and 7% during the period 2010–18. Because of its sustained high economic growth, the country has moved from being one of the lowest-income countries in the world to a middle-income economy; this is also reflected in the phenomenal increase in Vietnam's per capita GDP (measured in PPP current US\$) by nearly eight times from a level of US\$ 946 in 1990 to much higher figure of US\$ 7,447 in 2018.

Trade plays a dominant part in contributing to Vietnam's GDP. Despite a slump in world trade, exports from Vietnam expanded at an impressive rate of almost 10% in 2019. Vietnam also continued to attract high levels of FDI in 2019, with the country registering US\$ 3 billion worth of FDI on an average per month.

According to the World Bank, Vietnam's economic outlook remains positive in the medium term. Following a peak in GDP growth at 7.1%, the World Bank expects a cyclical moderation in growth with real GDP growth projected to slightly decelerate in 2019, attributed to weaker external demand and continued tightening of credit and fiscal policies, although real GDP growth is forecasted to remain robust at around 6.5% in 2020 and 2021.

Led by domestic reforms and the government's push towards liberalisation, Vietnam underwent a structural transformation from being an agrarian economy to one based more on manufacturing and services. Accordingly, the composition of Vietnam's economic structure has altered over the years with the services sector dominating the economic structure, with a share of 51.3% in 2017 followed by manufacturing sector (33.3%) and agriculture sector (15.3%).

The Vietnamese government is planning to announce a number of incentives to mitigate the economic impact of the COVID-19 outbreak. These include tax breaks, delayed tax payments, and delayed land-use fees for businesses impacted by the COVID-19 outbreak. The central bank, State Bank of Vietnam (SVB), has already cut interest rates from February 2020. Further, the SVB has asked commercial banks in the country to lower interest rates. Prior to the COVID-19 outbreak, Vietnam was one of the main beneficiaries of the US-China trade war, with a growing number of Chinese companies moving their operations into the country. An estimated 17% of Vietnam's economy is exposed to trade with China, making it the highest in the South-East Asian region. The onset of COVID-19 pandemic has caused Vietnamese businesses, especially

those in the manufacturing sector, to either cut down or completely cease production due to the lack of raw materials from China. Furthermore, around 30% of the components used for manufacturers in Vietnam comes from China. The Vietnamese government has already cautioned that if disruptions to supply chains continue due to the virus, then economic growth could slow to 5.96%.

Vietnam's total population was estimated at 97 million in 2018 and is expected to grow to 120 million by 2050, according to the United Nation's report, *World Population Prospects: 2019*. At present, Vietnam is a young society with over two-thirds (70%) of its population in the age group of 15–64 years. A young working-age population will spur domestic demand for skills development, consumer retail services, FMCG and consumer goods, automobiles, real estate, telecom services and financial services. However, its population is also gradually ageing with the population in the age bracket of over 65 years growing the fastest amongst the three age categories, at a CAGR of 1.7% during the period 2000 to 2018.

Vietnam has seen a gradual urbanisation of its population from 14.7% in 1960, 19.3% in 1980, 24.4% in 2000, to 33.8% and 36% in 2015 and 2018, respectively. The urban population in Vietnam increased from 4.8 million in 1960 to 10.4 million in 1980, 19.5 million in 2000, 27 million in 2010 and 34.3 million in 2018, registering a CAGR of just 3.2% during the period 2000–2018. As Vietnam witnesses an increased pace of urbanisation, there are likely to be increased sectoral opportunities in infrastructure including housing; retail and consumer products and services; and financial services.

In the World Bank's *Doing Business 2020* report, Vietnam still ranks low at 70 out of 190 countries. The lower ranking is owing to it being ranked 100th on four sub-indicators: starting a business, paying taxes, trading across borders and resolving insolvency. For example, it takes businesses 384 hours to pay taxes in Vietnam compared with 64 hours in Singapore, 174 hours in Malaysia and 191 hours in Indonesia.

Given this strategic context, CII has prepared this detailed report on Vietnam's import profile providing in-depth insights into Vietnam's import basket. Besides covering Vietnam's socio-economic fundamentals briefly, the report deep dives into Vietnam's import profile comprising of a detailed analysis resulting in shortlist of products that hold potential for Indian business to export to the country.

The report comes at an opportune time when the world is passing through a challenging period due to the spread of COVID-19. With investment activity being completely stalled at the moment and demand for FDI significantly impacted given the global moratorium on travel, this immediately calls for scouting for export opportunities for Indian businesses. Moreover, the COVID-19 outbreak has resulted in supply disruptions particularly from China. According to the UNCTAD report on *Global Trade Impact of COVID-19 Epidemic*, about 20% of global trade in manufacturing intermediate products originated in China (up from 4% in 2002), thus making it the main supplier of intermediate inputs for manufacturing companies abroad. This reduction in Chinese imports of commodities offers opportunities for Indian exporters to step up and fill in the gaps created by disruption in China's exports.

In light of this, this report aims to facilitate identification of products offering export opportunities for Indian businesses in Vietnam. It intends to put in place a clear framework for unlocking business potential for Indian exporters with simultaneous economic advantages for the Indian economy.

2. Top Imports, CAGR and Countries

External trade has played a significant role in shaping Vietnam’s economic growth. According to the World Bank, in 2018, trade constituted 208% of Vietnam’s GDP with exports and imports of goods and services accounting for 106% and 102% of the country’s GDP, respectively, and thus indicating its dominance in Vietnam’s growth story.

The primary objective of this paper is to undertake a deep-dive analysis into the country’s import basket so as to understand the export potential for Indian industry. To begin with, the table below provides a list of the top 25 imports by product by Vietnam over the period 2014–18, and the imports’ compound annual growth rate (CAGR).

TABLE 1: VIETNAM TOP 25 IMPORTS AND IMPORTS’ CAGR (in US\$ million)

S. No.	HS CODES	PRODUCT	2014	2015	2016	2017	2018	IMPORTS’ CAGR
1.	854239	Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers)	8,174	9,101	10,810	13,812	15,913	18%
2.	851770	Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.	7,378	9,533	9,517	15,204	14,725	19%
3.	854231	Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits	1,668	3,168	4,906	6,622	7,209	44%
4.	271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.	5,656	4,385	4,317	5,579	6,390	3%
5.	853400	Printed circuits	1,455	1,888	2,311	3,356	3,311	23%
6.	901380	Liquid crystal devices, n.e.s. and other optical appliances and instruments not elsewhere specified in Chapter 90	45	12	381	2,138	2,957	185%

7.	270900	Petroleum oils and oils obtained from bituminous minerals, crude	516	99	202	645	2,907	54%
8.	520100	Cotton, neither carded nor combed	1,422	1,607	1,643	2,331	2,713	18%
9.	852990	Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds)	1,208	1,734	2,235	3,131	2,695	22%
10.	100590	Maize (excluding seed for sowing)	1,170	1,614	1,644	1,474	2,105	16%
11.	230400	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil	1,859	1,966	1,854	1,728	2,054	3%
12.	080131	Fresh or dried cashew nuts, in shell	627	1,105	1,626	2,523	1,900	32%
13.	720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)	1,233	801	863	1,381	1,869	11%
14.	300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics,	1,337	1,518	1,650	1,819	1,801	8%

		medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)							
15.	854140	Photosensitive semiconductor devices, incl. photovoltaic cells whether or not assembled in modules or made up into panels; light emitting diodes (excluding photovoltaic generators)	324	522	635	866	1,731	52%	
16.	853690	Electrical apparatus for switching electrical circuits, or for making connections to or in electrical circuits, for a voltage \leq 1.000 V (excluding fuses, automatic circuit breakers and other apparatus for protecting electrical circuits, relays and other switches, lamp holders, plugs and sockets)	801	803	1,265	1,725	1,696	21%	
17.	722530	Flat-rolled products of alloy steel other than stainless, of a width of \geq 600 mm, not further worked than hot-rolled, in coils (excluding products of silicon-electrical steel)	1,367	1,275	1,621	1,675	1,688	5%	
18.	851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	1,290	1,397	1,587	1,850	1,670	7%	
19.	392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619)	828	969	1,225	1,276	1,529	17%	
20.	740311	Copper, refined, in the form of cathodes and sections of cathodes	868	929	1,008	1,429	1,524	15%	
21.	271012	Light oils and preparations, of petroleum or bituminous minerals which \geq 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)	2,371	1,585	1,327	2,058	1,524	-10%	
22.	720839	Flat-rolled products of iron or non-alloy steel, of a width of \geq 600 mm, in coils, simply hot-rolled, not clad, plated or coated, of a thickness of $<$ 3	1,090	721	888	1,644	1,429	7%	

		mm, not pickled, without patterns in relief						
23.	390210	Polypropylene, in primary forms	1,105	929	971	1,109	1,310	4%
24.	850760	Lithium-ion accumulators (excluding spent)	673	668	701	1,063	1,300	18%
25.	270112	Bituminous coal, whether or not pulverised, non-agglomerated	185	240	398	823	1,219	60%

Source: ITC Trade Map; MFS Analysis

Vietnam offers immense business potential from the perspective of an importing country, as can be seen from the table above. Other than “light oils and preparations”, Vietnam’s imports over the period 2014 to 2018 have shown extremely strong imports’ CAGR, ranging from 185% for LCDs to 52% for photosensitive semiconductor devices. Robust imports are indicative of the Vietnamese economy’s growing manufacturing capacity and the country’s continuing focus on increasing its manufacturing abilities are likely to ensure steady import growth in the coming years.

The table above shows that imports are largely in the electronics sector and of fossil fuel products. The analysis below provides a list of top exporters for each of the top 25 products so as to provide a comprehensive overview of Vietnam’s import profile. The analysis below also examines India’s exports of these products to Vietnam (if any) and the tariff levied by Vietnam on the import of these products. Given that Vietnam has a deep, if not varied, import basket, it is hoped that the analysis below can highlight some instances where Indian industry can increase its share in the Vietnamese imports’ basket. Also, Indian exporters can look at exploring increasing exports to Vietnam in the light of global supply chains being disrupted for some time; this would, of course, be possible if Indian industry comes out relatively unscathed over the next six to eight months.

TABLE 2: TOP 5 EXPORTING COUNTRIES, INDIA’S EXPORTS AND RANK, TARIFF LEVIED (for 2018)

HS CODE 854239: Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers)				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA’S EXPORTS (rank)	TARIFF
1.	Korea, Republic of	9,593	US\$ 17 million (18)	0.0%
2.	Taipei, Chinese	1,903		
3.	Japan	1,554		
4.	China	1,403		
5.	Singapore	302		

Source: ITC Trade Map; MFS Analysis

While India ranks low at 18 and 25 on exports of HS Code 854239 to Vietnam and globally, respectively, the encouraging trend is the growth in exports globally from US\$ 14 million in 2015 to US\$ 160 million in 2018. Even to Vietnam, exports have grown from US\$ 8,47,000 in 2014 to US\$ 3 million in 2016 and then surging to US\$ 17 million in 2018. Therefore, while India is not a leading exporter of HS Code 854239 products, its export performance has been improving

steadily and, therefore, the possibility of increasing this product category’s exports to Vietnam should be explored further, especially given the fact that its imports grew at a healthy clip of 18% during the period 2014 to 2018. Further, the possibility of increasing India’s share should be aggressively explored as Vietnam has the fastest-growing middle-class population that concentrates on education and healthcare — both large buyers of computers and its peripherals. *See list of Vietnamese importers of HS Code 854239 in Annexure 1.*

(for 2018)

HS CODE 851770: Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA’S EXPORTS (rank)	TARIFF
1.	China	7,508	US\$ 11 million (9)	0.8%
2.	Korea, Republic of	6,277		
3.	Japan	333		
4.	Thailand	327		
5.	Hong Kong, China	159		

Source: ITC Trade Map; MFS Analysis

India’s exports of HS Code 851770 have swung from a high of US\$ 17 million in 2014 to a low of US\$ 2 million in 2016 and then rising again to US\$ 11 million in 2018. India is still the 9th-largest exporter; this is encouraging and indicates strong growth potential for HS Code 851770 exports to Vietnam. From the perspective of imports’ CAGR too, at 19%, the Vietnamese market for this product category is strong and growing given its vibrant economy and youthful population. Globally, India is ranked much lower as an exporter at 25, though here too, India’s exports of HS Code 851770 increased from US\$ 33 million in 2015 to US\$ 232 million in 2018. *See list of Vietnamese importers of HS Code 851770 in Annexure 2.*

(for 2018)

HS CODE 854231: Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA’S EXPORTS (rank)	TARIFF
1.	USA	2,900	US\$ 26,000 (34)	0.0%
2.	Ireland	1,615		
3.	Korea, Republic of	1,123		
4.	Taipei, Chinese	812		
5.	Israel	249		

Source: ITC Trade Map; MFS Analysis

Even though HS Code 854231 has an impressive imports’ CAGR of 44% for the period 2014 to 2018, India ranks a dismal 34 in terms of exporters of this product category to Vietnam. Globally, too, India’s rank at 38 indicates very little, or no, potential for India to increase exports of HS Code 854231 to Vietnam. The one positive deviation in this scenario was the exports to Vietnam in 2017, which were worth US\$ 1,95,000; however, this peak plummeted to US\$ 26,000

in 2018, which is more in line with India's exports of this product category to both Vietnam and globally. *See list of Vietnamese importers of HS Code 854231 in Annexure 3.*

(for 2018)

HS CODE 271019: Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Malaysia	2,028	US\$ 10 million (13)	5.6%
2.	Singapore	1,542		
3.	Thailand	1,014		
4.	China	1,012		
5.	Korea, Republic of	500		

Source: ITC Trade Map; MFS Analysis

Though Vietnam's imports' CAGR of HS Code 271019 is relatively low at only 3% and India's does not feature in the top 10 list of exporters of this product category to the country, there is potential per se to increase exports as India is ranked 5th globally with exports worth US\$ 32,004 million in 2018. In fact, in Vietnam's neighbourhood, India exports much-larger quantities of this product category to countries such as Singapore (exports of US\$ 5,081 million in 2018) and Malaysia (exports of US\$ 2,076 million) in 2018. Therefore, given Indian refiners' global competency in this product category, a greater emphasis on tapping the Vietnamese market would be in order. *See list of Vietnamese importers of HS Code 271019 in Annexure 4.*

(for 2018)

HS CODE 853400: Printed circuits

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Korea, Republic of	1,862	US\$ 5,95,000 (14)	0.0%
2.	China	1,001		
3.	Japan	161		
4.	Philippines	113		
5.	Thailand	76		

Source: ITC Trade Map; MFS Analysis

India's imports of HS Code 854300 to Vietnam were paltry in 2018 and they exhibited a sharp drop from the previous year's exports that were worth US\$ 14,64,000. Globally, too, India has a low rank of 26 with regard to exports of printed circuits and, therefore, even though this product category has an imports' CAGR of 23% for the period 2014 to 2018, there seems to be little scope for increasing India's share. If we examine India's exports of printed circuits globally, it comes out that the top three markets are Austria (exports worth US\$ 46 million in 2018), the US (US\$ 23 million in 2018) and France (US\$ 14 million in 2018). While these numbers are insignificant in themselves, they do highlight the fact that Indian exports of this product category have made some inroads in developed economies, but have not found a market in South-East Asian countries. *See list of Vietnamese importers of HS Code 853400 in Annexure 5.*

(for 2018)
HS CODE 901380: Liquid crystal devices, n.e.s. and other optical appliances and instruments not elsewhere specified in Chapter 90

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> <i>(rank)</i>	<u>TARIFF</u>
1.	Korea, Republic of	2,353	US\$ 2,000 (25)	0.0%
2.	China	400		
3.	Taipei, Chinese	192		
4.	Egypt	3		
5.	USA	3		

Source: ITC Trade Map; MFS Analysis

India's exports of HS Code 901380 products are non-existent; its rank for Vietnam is low at 25 and even lower at 32 for global exports of this product category. So, while Vietnam has exhibited a staggeringly-high imports' CAGR of 185% for 2014–18, there is a strong lack of presence in this sector and, therefore, little scope for increasing exports going forward. The only global trend to be examined from India's perspective is that India's global exports of this product category were worth US\$ 25 million in 2016 and then fell to US\$ 11 million in 2017, and further to US\$ 5 million in 2018. Therefore, further analysis to ascertain the reasons for the year-on-year decline could be considered. *See list of Vietnamese importers of HS Code 901380 in Annexure 6.*

(for 2018)
HS CODE 270900: Petroleum oils and oils obtained from bituminous minerals, crude

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> <i>(rank)</i>	<u>TARIFF</u>
1.	Kuwait	2,485	–	1.0%
2.	Azerbaijan	212		
3.	Indonesia	111		
4.	Malaysia	49		
5.	Australia	48		

Source: ITC Trade Map; MFS Analysis

India is one of the largest crude oil refiners in the world and is a major exporter of refined petroleum products. However, it has no resources of petroleum oil and has, therefore, no exports of this product category globally. *See list of Vietnamese importers of HS Code 270900 in Annexure 7.*

(for 2018)
HS CODE 520100: Cotton, neither carded nor combed

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> <i>(rank)</i>	<u>TARIFF</u>
1.	USA	1,464	US\$ 364 million (2)	0.0%
2.	India	364		
3.	Brazil	356		
4.	Australia	354		
5.	Côte d'Ivoire	69		

Source: ITC Trade Map; MFS Analysis

Vietnam has a strong imports' CAGR of 18% for this product category for the period 2014 to 2018, and India is ranked no. 2 as leading exporter of HS Code 520100 to the country. Even globally, India is ranked no. 2 with exports worth US\$ 2,231 million in 2018. The only scope for improvement here is to garner a larger share of Vietnam's imports of this product category to close the immense gap between Indian exports and US exports in this category. *See list of Vietnamese importers of HS Code 520100 in Annexure 8.*

(for 2018)

HS CODE 852990: Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Korea, Republic of	1,030	US\$ 2,01,000 (23)	1.0%
2.	Japan	783		
3.	China	719		
4.	Philippines	60		
5.	Thailand	40		

Source: ITC Trade Map; MFS Analysis

India's exports of this product category to Vietnam have picked up slightly and then fallen again during the five-year period under consideration, from US\$ 38,000 in 2014 to US\$ 1,87,000 in 2015, and then rising to US\$ 4,12,000 in 2016, followed by a fall to US\$ 1,43,000 in 2017 and then registering a slight increase to US\$ 2,01,000 in 2018. So, while Vietnam has registered a strong imports' CAGR of 22% during the period 2014 to 2018, Indian industry has not been able to make inroads so far. Globally, most of India's exports of this product category go to Belgium (US\$ 19.8 million in 2018), the US (US\$ 19.4 million in 2018) and France (US\$ 12 million in 2018); there is, therefore, potential for increasing exports to Vietnam, but focussed efforts may be needed to open this market for Indian industry. *See list of Vietnamese importers of HS Code 852990 in Annexure 9.*

(for 2018)

HS CODE 100590: Maize (excluding seed for sowing)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Argentina	1,008	US\$ 23.2 million (6)	4.25%; (17.5% MFN applied tariff)
2.	Brazil	505		
3.	USA	384		
4.	South Africa	159		
5.	Russia	23.4		

Source: ITC Trade Map; MFS Analysis

India is ranked at a respectable no. 6 for exports of HS Code 100590 to Vietnam, though its exports have shown large swings and varied from US\$ 155 million in 2014 to US\$ 3 million in

2017 and then rising to US\$ 23 million in 2018. Globally, India was ranked 17 in exports of HS Code 100590, with exports worth US\$ 193 million in 2018.

Vietnam has a healthy imports' CAGR of 16% for the period 2014 to 2018 for this product category and Indian business can explore increasing exports' share, especially since most of Vietnam's top exporting countries of this product category are geographically further than India. Also, and perhaps more importantly, the tariff levied by Vietnam on Indian exports of this product is lower than the MFN applied tariff of 17.5%; Indian business should use the preferential tariff rate of 4.25% to increase exports of this product category. *See list of Vietnamese importers of HS Code 100590 in Annexure 10.*

(for 2018)

HS CODE 230400: Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Argentina	1,249	US\$ 47 million (4)	0.5% (1.0% MFN applied tariff)
2.	Brazil	432		
3.	USA	276		
4.	India	47		
5.	China	40		

Source: ITC Trade Map; MFS Analysis

Though Vietnam has a low imports' CAGR of 3% (for the period 2014 to 2018), India does have the opportunity to increase its share in Vietnam's imports of HS Code 230400. It is currently ranked no. 4, but there is a substantial gap between India and the no. 3 country, the US. Indian industry should explore the possibility of bridging the gap with the US and should take advantage of the preferential tariff rate of 0.5%, as opposed to the 1.0% MFN applied rate, as also of its geographical proximity to Vietnam. Globally, too, India is ranked high at no. 6, with exports worth US\$ 884 million in 2018. Globally, India's exports of this product category go to Bangladesh (US\$ 110 million in 2018), the US (US\$ 108 million) and Iran (US\$ 96 million) *See list of Vietnamese importers of HS Code 230400 in Annexure 11.*

(for 2018)

HS CODE 080131: Fresh or dried cashew nuts, in shell				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Côte d'Ivoire	670	US\$ 3 million (11)	5.0%
2.	Cambodia	302		
3.	Tanzania	282		
4.	Ghana	254		
5.	Nigeria	216		

Source: ITC Trade Map; MFS Analysis

India's exports to Vietnam of cashew nuts touched a high of US\$9 million in 2014, fell steeply to US\$1 million in 2016 and have since seen a revival to US\$3 million in 2018. Vietnam has an

imports' CAGR of 32% for the period 2014 to 2018 for cashew nuts; given India's current ranking of 11 and global ranking of 14 with exports of US\$ 22 million in 2018, there is scope for India to increase its exports of HS Code 080131 to Vietnam. *See list of Vietnamese importers of HS Code 080131 in Annexure 12.*

(for 2018)

HS CODE 720449: Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Japan	573	-	0.0%
2.	USA	368		
3.	Australia	221		
4.	Hong Kong, China	192		
5.	China	70		

Source: ITC Trade Map; MFS Analysis

India ranks abysmally low, both for Vietnam (83) and globally (97), on exports of HS Code 720449; one reason for this could be the substantial market for this product category domestically, which renders exports redundant. Though Vietnam has a decent imports' CAGR of 11% for this product category, there appears to be little scope for increasing exports given the low level of exports currently. *See list of Vietnamese importers of HS Code 720449 in Annexure 13.*

(for 2018)

HS CODE 300490: Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Germany	262	US\$ 175 million (3)	2.6%
2.	France	214		
3.	India	175		
4.	Switzerland	142		
5.	Italy	127		

Source: ITC Trade Map; MFS Analysis

A strong player in this product category, India is a leading exporter of HS Code 300490 to both Vietnam and the world (global ranking of 10 with exports worth US\$ 10,742 million in 2018). On the imports' CAGR side, Vietnam had a steady CAGR of 8% for the period 2014 to 2018; this product category is likely to see continuing exports' growth for Indian companies in this segment. *See list of Vietnamese importers of HS Code 300490 in Annexure 14.*

(for 2018)

HS CODE 854140: Photosensitive semiconductor devices, incl. photovoltaic cells whether or not assembled in modules or made up into panels; light emitting diodes (excluding photovoltaic generators)

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> (rank)	<u>TARIFF</u>
1.	China	650	US\$ 11,33,000 (12)	0.0%
2.	Japan	415		
3.	Korea, Republic of	362		
4.	Taipei, Chinese	125		
5.	Malaysia	89		

Source: ITC Trade Map; MFS Analysis

Both from the perspective of imports' CAGR (52% for the period 2014 to 2018) and India's ranking of 12, this product category of HS Code 854140 offers scope for furthering India's exports to Vietnam. Over the period 2014 to 2018, India's exports of this product category have grown steadily from US\$ 36,000 in 2014 to US\$ 46,000 in 2016 and US\$ 4,18,000 in 2017, touching a high of US\$ 11,33,000 in 2018, signifying capacity and ability to service this market better. See list of Vietnamese importers of HS Code 854140 in Annexure 15.

(for 2018)

HS CODE 853690: Electrical apparatus for switching electrical circuits, or for making connections to or in electrical circuits, for a voltage <= 1.000 V (excluding fuses, automatic circuit breakers and other apparatus for protecting electrical circuits, relays and other switches, lamp holders, plugs and sockets)

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> (rank)	<u>TARIFF</u>
1.	Japan	692	US\$ 14,03,000 (17)	9.78% (17.2% MFN applied tariff)
2.	China	544		
3.	Korea, Republic of	319		
4.	Thailand	45		
5.	Germany	22		

Source: ITC Trade Map; MFS Analysis

The quantum of India's exports of HS Code 853690 to Vietnam is fairly low currently, but given a strong imports' CAGR of 21% and preferential tariff rate of 9.78%, Indian industry should explore avenues for increasing exports of this product category. Globally ranked at 25, most of India's exports of this product category are shipped to the US (US\$ 58 million in 2018), Germany (US\$ 23 million in 2018) and Hong Kong (US\$ 21 million). See list of Vietnamese importers of HS Code 853690 in Annexure 16.

(for 2018)

HS CODE 722530: Flat-rolled products of alloy steel other than stainless, of a width of >= 600 mm, not further worked than hot-rolled, in coils (excluding products of silicon-electrical steel)

<u>S. No.</u>	<u>COUNTRY</u>	<u>VALUE OF EXPORTS</u> <i>(US\$ million)</i>	<u>INDIA'S EXPORTS</u> (rank)	<u>TARIFF</u>
1.	China	1,512	US\$ 17 million (4)	0.0%
2.	Japan	85		
3.	Taipei, Chinese	66		

4.	India	17	
5.	Korea, Republic of	3	

Source: ITC Trade Map; MFS Analysis

Indian steel products under HS Code 722530 have a solid footing in the Vietnamese market and the possible disruption of global supply chains could see India's share of this market increase over the next few years. Globally, though, India ranks much lower at 24 and has had a sketchy exports' record; for instance, India's global exports of HS Code 722530 touched a peak of US\$ 35 million in 2017 and then slid sharply to US\$ 8 million in 2018. See list of Vietnamese importers of HS Code 722530 in Annexure 17.

(for 2018)

HS CODE 851712: Telephones for cellular networks "mobile telephones" or for other wireless networks				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	1,594	US\$ 1,01,000 (10)	0.0%
2.	Korea, Republic of	72		
3.	Thailand	1		
4.	Taipei, Chinese	0.68		
5.	Japan	0.31		

Source: ITC Trade Map; MFS Analysis

Vietnam had an imports' CAGR of 7% during the period 2014 to 2018 for HS Code 851712. India is currently ranked 10th and there is an impetus to increase exports of this product category to Vietnam, though India's exports of HS Code 851712 have had a chequered journey in the period under consideration; Indian exports were worth US\$ 11 million in 2014, touched an absolute bottom of US\$ 5,000 in 2017, and revived slightly to US\$ 1,01,000 in 2018. With a global rank of 16, with exports worth US\$ 1,065 million in 2018, primarily to the UAE (US\$ 690 million in 2018), Russia (US\$ 141 million in 2018) and South Africa (US\$ 73 million in 2018), there appears to be capacity for Indian industry to increase exports of HS Code 851712 to Vietnam. See list of Vietnamese importers of HS Code 851712 in Annexure 18.

(for 2018)

HS CODE 392690: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619)				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	536	US\$ 11,79,000 (25)	9.24% (9.30% MFN applied tariff)
2.	Korea, Republic of	526		
3.	Japan	221		
4.	Taipei, Chinese	50		
5.	Thailand	42		

Source: ITC Trade Map; MFS Analysis

Exports by India of HS Code 392690 to Vietnam went from a high of US\$ 23,14,000 in 2017 to US\$ 11,79,000 in 2018. Vietnam's steady imports' CAGR of 17% during the period 2014 to 2018

and India's lack of focus on the South-East Asian region with regard to exports of this product category highlight the need for greater focus on tapping this market. Though the preferential tariff rate of 9.24% is not at any significant variance with the MFN applied rate of 9.30%, Indian industry should widen its horizon to include the South-East Asian region for this product's exports. India's global exports of HS Code 392690 were worth US\$ 534 million in 2018, largely to the US (US\$ 180 million in 2018), Canada (US\$ 46 million in 2018) and the UK (US\$ 32 million in 2018). *See list of Vietnamese importers of HS Code 392690 in Annexure 19.*

(for 2018)

HS CODE 740311: Copper, refined, in the form of cathodes and sections of cathodes				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Congo	284	US\$ 17 million (10)	0.0%
2.	Korea, Republic of	249		
3.	Japan	236		
4.	China	222		
5.	Indonesia	143		

Source: ITC Trade Map; MFS Analysis

Though India ranks no. 10 in the list of exporters of HS Code 740311 to Vietnam and the import's CAGR was 15% during 2014 to 2018, India's exports of this product category have declined steadily during the period under consideration; exports declined from US\$ 54 million in 2014 to US\$ 10 million in 2016 and further to US\$ 63,09,000 in 2017, reviving to touch US\$ 17 million in 2018. Even globally, Indian exports of HS Code 740311 (rank of 21) fell from US\$ 2,425 million in 2017 to US\$ 855 million in 2018. *See list of Vietnamese importers of HS Code 740311 in Annexure 20.*

(for 2018)

HS CODE 271012: Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Korea, Republic of	1,319	-	18.8%
2.	Singapore	148		
3.	Malaysia	42		
4.	Russian	5		
5.	Thailand	4		

Source: ITC Trade Map; MFS Analysis

The only product category with a negative imports' CAGR (-10%) for the period 2014 to 2018, there appears to be little incentive for Indian industry to endeavour increasing this product category's exports to Vietnam. According to data available on ITC Trade Map, India exported US\$ 167 million worth of this product category in 2014, with no exports in the following years. However, globally, India is ranked no. 6 in the list of top exporters of HS Code 271012, with exports worth US\$ 14,740 million in 2018 to the UAE (US\$ 4,776 million in 2018), China (US\$ 2,375 million in 2018) and the US (US\$ 2,319 million in 2018). Further analysis would be

required to understand the negative imports' CAGR and India's stalled exports. *See list of Vietnamese importers of HS Code 271012 in Annexure 21.*

(for 2018)

HS CODE 720839: Flat-rolled products of iron or non-alloy steel, of a width of \geq 600 mm, in coils, simply hot-rolled, not clad, plated or coated, of a thickness of $<$ 3 mm, not pickled, without patterns in relief

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Japan	292	US\$ 285 million (2)	0.0%
2.	India	285		
3.	Taipei, Chinese	276		
4.	Russian	260		
5.	Korea, Republic of	136		

Source: ITC Trade Map; MFS Analysis

Though India is a major importing country for Vietnam for HS Code 720839, there is a case to be made for aiming to become the no. 1 country for these imports by Vietnam. In fact, in 2017, India's exports of this product category were much higher at US\$ 621 million.

Given a healthy imports' CAGR of 7% during 2014 to 2018, this product category has definite scope for Indian industry to increase its share of the Vietnamese pie. Globally, India is ranked 6th with exports worth US\$ 825 million in 2018. *See list of Vietnamese importers of HS Code 720839 in Annexure 22.*

(for 2018)

HS CODE 390210: Polypropylene, in primary forms

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Saudi Arabia	401	US\$ 53 million (6)	3.0%
2.	Korea, Republic of	255		
3.	Thailand	160		
4.	China	142		
5.	Taipei, Chinese	83		

Source: ITC Trade Map; MFS Analysis

Though Vietnam's imports' CAGR for 2014–18 was a tepid 4%, India is a strong performer in this product category; its exports were at a high of US\$ 91 million in 2014, then tapered down to US\$ 31 million in 2017 and have since revived slightly to clock US\$ 53 million in 2018. Globally too, India is a strong exporter of HS Code 390210 with a rank of no. 7 and exports worth US\$ 864 million in 2018. *See list of Vietnamese importers of HS Code 390210 in Annexure 23.*

(for 2018)

HS CODE 850760: Lithium-ion accumulators (excluding spent)

S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	China	641	–	0.0%

2.	Malaysia	330		
3.	Korea, Republic of	277		
4.	Hong Kong, China	41		
5.	Germany	2		

Source: ITC Trade Map; MFS Analysis

India's current exports of HS Code 850760 to Vietnam are non-existent and, therefore, this product category holds out very little scope for Indian industry per se. The only silver lining is India's exports of this product category globally, that have exhibited a steady growth, from US\$ 3,57,000 in 2015 to US\$ 1.3 million in 2016, upwards to US\$ 3.7 million in 2017 and US\$ 6 million in 2018. The biggest markets for these Indian exports in 2018 were Hong Kong (US\$ 2.2 million), China (US\$ 8,57,000) and the UAE (US\$ 4,82,000). *See list of Vietnamese importers of HS Code 850760 in Annexure 24.*

(for 2018)

HS CODE 270112: Bituminous coal, whether or not pulverised, non-agglomerated				
S. No.	COUNTRY	VALUE OF EXPORTS (US\$ million)	INDIA'S EXPORTS (rank)	TARIFF
1.	Australia	585		
2.	Canada	253		
3.	Indonesia	198	–	1.0% (2.0% MFN applied tariff)
4.	Russian	163		
5.	Mozambique	11		

Source: ITC Trade Map; MFS Analysis

Though Vietnam has a very high imports' CAGR of 60% for HS Code 270112 for the period 2014 to 2018, India does not have any track record of exports of this product category. Therefore, there appears to be scarce opportunity for India to consider exports of HS Code 270112. In fact, India is a net importer of this product and, therefore, its exports are non-existent.

3. Balance of Trade, Product-Wise

Analysing the balance of trade (BoT) indicates the attractiveness of a market from the perspective of participation in trade fairs. For the purposes of this report, the BoT is calculated at the product level, rather than for the country per se; such an analysis indicates if a particular product is being imported for domestic consumption, or whether it is being imported to enable re-exports after either value-addition or to take advantage of FTAs.

Typically, a market with a negative BoT is one where the product is being consumed domestically and, hence, Indian companies should attend B2C trade fairs in Vietnam for these products; on the other hand, attendance in B2B trade fairs is recommended for products wherein Vietnam has a positive BoT. The BoT for the top 25 products imported by Vietnam is as follows:

TABLE 3: BALANCE OF TRADE FOR TOP IMPORTS OF VIETNAM (in US\$ '000)

S. No.	HS CODES	PRODUCT	BALANCE OF TRADE IN 2018
1.	854239	Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers)	-15,136,107
2.	851770	Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.	33,24,834
3.	854231	Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits	-199,904
4.	271019	Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.	-54,16,203
5.	853400	Printed circuits	-2,554,588
6.	901380	Liquid crystal devices, n.e.s. and other optical appliances and instruments not elsewhere specified in Chapter 90	58,084
7.	270900	Petroleum oils and oils obtained from bituminous minerals, crude	-7,82,948
8.	520100	Cotton, neither carded nor combed	-2,710,628
9.	852990	Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds)	-255,511
10.	100590	Maize (excluding seed for sowing)	-2,065,393
11.	230400	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil	-2,017,426
12.	080131	Fresh or dried cashew nuts, in shell	-1,899,613
13.	720449	Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators)	-1,869,577
14.	300490	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)	-1,722,689
15.	854140	Photosensitive semiconductor devices, incl. photovoltaic cells whether or not assembled in modules or made up into panels; light emitting diodes (excluding photovoltaic generators)	-744,611
16.	853690	Electrical apparatus for switching electrical circuits, or for making connections to or in electrical circuits, for a voltage ≤ 1.000 V (excluding fuses, automatic circuit breakers and other apparatus for protecting electrical circuits, relays and other switches, lamp holders, plugs and sockets)	-1,315,960

S. No.	HS CODES	PRODUCT	BALANCE OF TRADE IN 2018
17.	722530	Flat-rolled products of alloy steel other than stainless, of a width of >= 600 mm, not further worked than hot-rolled, in coils (excluding products of silicon-electrical steel)	-1,687,300
18.	851712	Telephones for cellular networks "mobile telephones" or for other wireless networks	29,395,848
19.	392690	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619)	-862,139
20.	740311	Copper, refined, in the form of cathodes and sections of cathodes	-1,524,749
21.	271012	Light oils and preparations, of petroleum or bituminous minerals which >= 90% by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)	-1,371,505
22.	720839	Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, in coils, simply hot-rolled, not clad, plated or coated, of a thickness of < 3 mm, not pickled, without patterns in relief	-1,263,404
23.	390210	Polypropylene, in primary forms	-1,128,758
24.	850760	Lithium-ion accumulators (excluding spent)	-721,841
25.	270112	Bituminous coal, whether or not pulverised, non-agglomerated	-199,904

Source: ITC Trade Map

From the table above, it may be noted that if products with a positive BoT are excluded, of the top 25 product imports of Vietnam, there are 22 products that exhibit a negative BoT and, hence, are target for exports by Indian businesses. The following picture emerges for these products when combined with growth in imports' CAGR and India's rank as an export source.

TABLE 4: PRODUCTS WITH MOST POTENTIAL FOR INDIA'S EXPORTS TO THAILAND (in US\$ '000)

S. No.	HS CODES	NEGATIVE BALANCE OF TRADE IN 2018	IMPORTS CAGR (%)	INDIA'S RANK AS EXPORT SOURCE
1.	854239	-15,136,107	18%	18
2.	854231	-199,904	44%	34
3.	271019	-5416203	3%	14
4.	853400	-2,554,588	23%	25
5.	270900	-782948	54%	-
6.	520100	-2,710,628	18%	2
7.	852990	-255,511	22%	23
8.	100590	-2,065,393	16%	6
9.	230400	-2,017,426	3%	4
10.	080131	-1,899,613	32%	11
11.	720449	-1,869,577	11%	-
12.	300490	-1,722,689	8%	3
13.	854140	-744,611	52%	12
14.	853690	-1,315,960	21%	17
15.	722530	-1,687,300	5%	4
16.	392690	-862,139	17%	25
17.	740311	-1,524,749	15%	10
18.	271012	-1,371,505	-10%	-
19.	720839	-1,263,404	7%	2

20.	390210	-1,128,758	4%	6
21.	850760	-721,841	18%	–
22.	270112	-199,904	60%	–

Source: ITC Trade Map, MFS Analysis

Therefore, after analysing imports’ CAGR, India’s rank and negative BoT, the HS Codes with the best-possible potential for exports to Vietnam are 520100, 100590, 080131, 300490, 722530, 740311 and 720839.

4. Trade Barriers

Vietnam imposes non-tariff measures such as anti-dumping (AD), safeguards (SG), tariff-rate quotas (TRQ) and sanitary and phytosanitary (SPS) measures on trade, in addition to licensing, Customs facilitation and price controls. Select imports to Vietnam that are subject to technical barriers and that are subject to sanitary and phytosanitary barriers include alcoholic beverages, live cattle, food additives, etc.

A total of 126 barriers to trade are imposed by Vietnam; these are all either in-force or initiated, and are shown in a consolidated manner in the table below.

TABLE 5: TRADE BARRIERS IMPOSED BY VIETNAM AS OF DECEMBER 31, 2019

S. No.	TRADE BARRIER	PARTNER AFFECTED	NUMBER OF MEASURES	HS CODES IMPACTED
1.	Sanitary and Phytosanitary	All Members	32	20
2.	Sanitary and Phytosanitary	All Members	75	52
3.	Sanitary and Phytosanitary	Bilateral	1	1
4.	Anti-dumping	Bilateral	7	7
5.	Anti-dumping	Bilateral	5	5
6.	Safeguards	All Members	4	2
7.	Tariff-rate quotas	All Members	2	2

Source: WTO

There is no specific trade barrier relevant for India. It may be noted from the table above that there are no non-tariff measures imposed by Vietnam on the imports of the top 25 products as identified in Section 2 of this report.

5. Concluding Analysis

Vietnam is a work-in-progress. It gained importance as an investment destination when the US-China trade war exacerbated and it will become a mainstay when the magnitude of COVID-19 pandemic shock shakes up global supply chains.

The latter is far greater and more memory-lasting and is likely to create an immense volatility in global supplies with an influx of several providers and alternate sources to mitigate any dependence on ‘risky’ China.

The ASEAN nation is milking its potential as the gateway to the West — with two-thirds of its exports to the US alone and Americans swearing by their quality — by committing to an FTA with the EU, coupled with an investment protection agreement that will reduce all tariff lines.

Given Vietnam’s growing vibrant economy and youthful population, the product category with HS Code 851770 (parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.) is a high-potential product category for Indian exporters. This is further reinforced by the fact that India is the 9th-largest exporter of this product’s exports to Vietnam, which has a robust import CAGR of 19% for this product category.

A youthful population — with middle-class aspirations — also means eating out a lot and, therefore, the possibility of experimenting with cuisines; more dairy products for their next generation; more meats and more fish products. This is a big opportunity that India must tap given its dairy prowess. Other areas of Indian interest are frozen foods, fresh meats (beef, pork etc), spices, leather, flour, cereals and oilseeds provided they are standardised.

A case in point here is the product category with HS code 100590 (maize) which presents itself as a potential product for exports by Indian exporters within the cereals category. Besides registering a healthy imports’ CAGR of 16% for Vietnam for the period 2014 to 2018, there is a preferential tariff rate of 4.25% levied by Vietnam on Indian exports of this product which could be used by Indian exporters to their advantage to increase exports of this product category.

A major lead would also be setting up factories for making medical devices and supplying pharmaceutical ingredients which are currently controlled by China. It is worthwhile to highlight strong potential for exports by India for the product category in the pharmaceuticals sector with HS Code 300490 as India is a leading exporter to both Vietnam and depicts a steady imports growth of 8% for the period 2014 to 2018.

While this report analyses the import profile in detail, it would be prudent to undertake a deep-dive into each potential product for export by studying the historical and current market trends; policies and regulations; market share of companies; price trends; infrastructure; logistics; market drivers of sectoral/product growth; assessment of the growth potential of specific product(s)/services; identification of external business environment challenges; and, an analysis of sectoral developments, evolving policy and regulatory landscape, changing consumer preferences, technology trends, etc., to assess the viability of exporting products that appear to have a steady export demand and market.

ANNEXURE 1
LIST OF VIETNAMESE IMPORTERS OF HS CODE 854239 (Electronic integrated circuits (excluding such as processors, controllers, memories and amplifiers))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	3C Engineering Company Limited	Quoc Huy Dang (Director-General)	+84 436642037
2.	ABB Ltd	Axel Paul Kalt (Director-General)	+84 438611010
3.	Alphanam E&C Joint Stock Company	Tuan Hai Nguyen (Director-General)	+84 435587979
4.	BCA - Thang Long Company Limited	Trong Hoang Nguyen (Director)	+84 438574927
5.	Binh Minh Trading and Investment Construction Joint Stock Company	Quoc Tuan Nguyen (Director)	+84 435401147
6.	Campha Eletrical Equipment Joint Stock Company - Vee	Hai Son Vuong (Director)	+84 2033862038
7.	Central Area Electrical Mechanical Joint Stock Company - CEMC	Minh Chau Hoang	+84 5112218453
8.	Centre of Software Engineering Company Limited	Tran Xuan Thuan (Director)	+84 47663374
9.	CX Technology (Vietnam) Corporation	Jou Lee (Director-General)	+84 837701026
10.	Da Linh Electronics-Refrigeration Co. Ltd - Darling Co., Ltd	Ha Duc Hung (Director)	+84 839255434
11.	Dai Long Co., Ltd	Phuoc Hung Dinh (Managing Director, Director)	+84 837605134
12.	Da Nang Chemical and Electrical Materials Joint Stock Company - Cemaco Danang	Nguyen Van Phuc	+84 5113822803
13.	Datalogic Vietnam Limited Liability Company	Tien Phat Tran (General Manager)	+84 837308481
14.	Denyo Vietnam Company Limited - Denyo Vietnam Co. Ltd	Mizuno Taizo (Director-General)	+84 2213974609
15.	Edh Power Solution Joint Stock Company	Thi Thanh Do (Director-General)	+84 437830064
16.	EDH Technology Development Joint Stock Company	Dieu Huong Dang (Director-General)	+84 437830058
17.	EMC - Electrical Equipment Designing And Manufacturing Company Limited - EDM Co. Ltd	Tien Dat Ngo (Managing Director)	+84 902171390
18.	EI Electronics Informatics Trading Company Limited	Manh Thong Nguyen (Director)	+84 835101511
19.	EI-Tec Vietnam Ltd	Richard Mans (Chief Executive Officer)	+84 313913972
20.	Electrical Equipment Joint Stock Company	Ngoc Thao Phan (Director-General)	+84 613836276
21.	EMIC Production and Trading Joint Stock Company	Anh Dung Hoang (Director-General)	+84 438774886
22.	Energy Technology Joint Stock Company	Linh Phuong Nguyen (Director-General)	+84 437830641
23.	Fanuc Vietnam Ltd.	Naoya Yoshino (Director-General)	+84 838246638

24.	Hai Nam Switchboard Manufacture Co. Ltd	Cong Thanh Luu (Director-General)	+84 838734066
25.	Hanoi Power Corporation	Duc Hung Tran (Managing Director)	+84 422200898
26.	HC Global Investment and Technology Joint Stock Company	Trong Huy Le (Director-General)	+84 437955256
27.	HK-Investment and Trade Joint Stock Company	Nguyen Thi Hong Nga (Director)	+84 437191661
28.	Hoang Hung Electromechanic Corporation - Hoang Hung Em Corp	Hoang Phon Quan (Director-General)	+84 2837190830
29.	Industries Equipment and Solution Company Limited	Thanh Ha Nguyen (Managing Director)	+84 462918495
30.	Jang Won Tech Vina Co., Ltd	Park Sehyeok (Chief Executive Officer)	+84 2223617990
31.	Khai Toan Joint Stock Company - KTG	Trong Ngon Dang (Director-General)	+84 613511179
32.	Konishi Viet Nam Co., Ltd - KVN	Noguchi Tsutomu (Managing Director)	+84 3213967596
33.	Korg Vietnam Company Limited	Shoyuki Suzuki (Director-General)	+84 2253743318
34.	Levis Manufacturer	Ho Thi Phuong Dung (Director)	+84 723571710
35.	Low Current Telecom Joint Stock Company	Nguyen Quoc Khanh (Director)	+84 435184070
36.	LS-Vina Industrial Systems Company Limited	Gyu Cheal Chae (Director-General)	+84 438820224
38.	Lucky Star Electric Cable Corporation	Phan Van Nguyen (Managing Director)	+84 2838771548
39.	Mechanical Company No.27	Bui Trong Binh (Director)	+84 280644077
40.	Mian Lan Mechanical Co. Ltd	Kuo Hsiu Lan (Director-General)	+84 723759280
41.	Midea Consumer Electric (Vietnam) Co., Ltd	Hui Yang (Director-General)	84 6503767969
42.	Minh Ha Technology Company Limited - Minh Ha Tech Co. Ltd	Chi Dung Nguyen (Managing Director)	+84 913508877
43.	Mobase Vietnam Company Limited	Dae Keun Hwang (Director-General)	+84 2413699178
44.	Ngan Giang G7 Electrical Equipment Company Limited	Hoan Van Phi (Chairman, Managing Director)	+84 435147645
45.	Nhat Linh Company Limited	Chi Linh Nguyen (Managing Director)	+84 436440701
46.	Nhat Nuoc Co., Ltd - N.N Co., Ltd	Hung Sinh Thanh (Director-General)	+84 437849934
47.	Nippon Kouatsu Electric Vietnam Co., Ltd	Mori Koji (Director-General)	+84 439550223
48.	Nissei Electric Mytho Co., Ltd - N.E.M.	Masahiro Yamamoto (Director-General)	+84 2733642453
49.	Nissin Electric Vietnam Co., Ltd - Nev	Terao Kaoru (Managing Director)	+84 2413714436
50.	Noa Vietnam Co. Ltd	Keisuke Goto (Director-General)	+84 6503589552

ANNEXURE 2
LIST OF VIETNAMESE IMPORTERS OF HS CODE 851770 (Parts of telephone sets, telephones for cellular networks or for other wireless networks and of other apparatus for the transmission or reception of voice, images or other data, n.e.s.)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	247 Supply Materials Equipment Industry Company Limited	Nguyen Xuan Hai (Director)	+84 902487068
2.	3C Engineering Company Limited	Quoc Huy Dang (Director-General)	+84 436642037
3.	A Chau Application Technical and Trading Company Limited	Pham Dinh Phu (Director)	+84 435635074
4.	A.C.E Corporation	Hoang Chi Thanh (Director)	+84 839711100
5.	Aba Wellgrow Vietnam Company Limited - Aba Wellgrow Vietnam Co.,Ltd	Chan Chun Hung Addision (Director & Chairman)	+84 903880211
6.	ABB Ltd. - Bac Ninh Branch	Vestner Markuspaul (Branch Manager)	+84 438611009
7.	ABB Ltd. - Ho Chi Minh City Branch	Dai Duong Tran (Branch Manager)	+84 839431488
8.	Ace Industries Company Limited - Ace Industries Co., Ltd	Viet Hung Nguyen (General Manager)	+84 909794383
9.	Advance Information Technology Corporation	Tran Thanh Nguyen (Director)	+84 89973946
10.	Advanced Information Technologies Corporation	Thanh Hai Hoang (Director)	+84 438688898
11.	Advanced Technology Distribution Joint Stock Company	Duc Phu Mai (Director)	+84 835172658
12.	AF Industry Joint Stock Company	Pham Viet Hung (Director)	+84 462812991
13.	Aic Trading Joint Stock Company	Nguyen Thi Diem Phuong (Chairman of the Board and Director)	+84 439422321
14.	Aimica Viet Nam Company Limited	San Vy Yen Thai (Director)	+84 866818862
15.	Akagi Vietnam Company Limited	Arai Tanie (Managing Director)	+84 2862583510
16.	Alliances Integrated Systems Company Limited - Alliances Co. Ltd	Vu Viet Tung (Director)	+84 2873007475
17.	Alstom Vietnam Company Limited	Henri Thierry Noirhomme (Director-General)	+84 438243053
18.	Amcotech Viet Nam Company Limited - Amcotech Viet Nam Co. Ltd	Thu Hien Nguyen (Director)	+84 916060880
19.	Amec Technology JSC	Quang Tung Pham (Director)	+84 439945101
20.	An Cuong Thinh Constructiion And Engineering Company Limited	Huynh Phuoc Hai (Director)	+84 854328693
21.	An Duong Service Business Production Company Limited - ADG Corp.	Vu Toan Dang (Managing Director)	+84 462779777

22.	An Phat Information Technology Company Limited - An Phat Information Technology Co. Ltd	Duong Nu Thien An (Managing Director)	+84 2839253789
23.	An Phuong Distribution Corporation	Minh Khoi Phan (Director)	+84 862821886
24.	An Son Electrical Technology Company Limited	Nguyen Huu Hai (Managing Director)	+84 2838163343
25.	An Viet Technology Development and Application Company Limited	Dinh Ngau Nguyen (Managing Director)	+84 438684776
26.	An Viet Technology Services Trading Company Limited - Avitec Co. Ltd	Hoa Quang Huan (Managing Director)	+84 2466874668
27.	Anh Kim Trading Company Limited - Anh Kim	Truong Ngoc Minh (Director)	+84 85123933
28.	Anh Nghi Son Service Trading Company Limited	Ngoc Son Ta (Director-General)	+84 835170402
29.	Anh Thy Co., Ltd - Ant	Thuy Anh Thy Lam (Managing Director)	+84 837262077
30.	Apollo Viet Nam Power Back - Up Company Limited - Apollo Viet Nam Power Back - Up Co. Ltd	Nguyen Duc Duyen (Director)	+84 2435430509
31.	Appliancz Vietnam Joint Stock Company - Azvn	Xuong Thanh Tran (Managing Director)	+84 838335520
32.	Application & Development of Electronics Technology Joint Stock Company - ADT JSC	Ngo Dinh Luyen (Managing Director)	+84 2435653883
33.	Applications Technical and Development Technological Company Limited	Xuan Giang Nghiem (Director)	+84 981109050
34.	Aps Mechanical & Electrical Co. Ltd	Trinh Huu Tuong (Director)	+84 837559966
35.	Asean Mechanics and Electricity Corporation	Van Huy Le (Director-General)	+84 438561499
36.	Asean Trading and Engineering Joint Stock Company	Anh Tuan Pham (Director-General)	+84 438357557
38.	Asia Electricity and Light Equipment Company Limited - Asia Light Co. Ltd	Nguyen Ngoc Toan	+84 913011009
39.	Asia Pacific Corporation – APC Corp	Hoang Quang Trung (Director & Chairman)	+84 436760416
40.	Asia Technology and Engineering Joint Stock Company - Ate. JSC	Huu Thuy Nguyen (Director-General)	+84 435642502
41.	Asian Star Technology Company Limited	Quoc Thai Truong (Managing Director)	+84 839770018
42.	Asic Consulting and Technologies Services Joint Stock Company - Asic Technologies., JSC	Luong Han Nguyen (Managing Director)	+84 437481504
43.	Ateco Industry Company Limited - Ateco Co. Ltd	Vu Van Chinh (Director)	+84 2466758291
44.	Autonics Vina Co. Ltd - Autonics	Son Junseok (Director-General)	+84 2837712662
45.	Avco Technology and Technical Equipment Joint Stock Company - Avco., JSC	Van Ve Nguyen (Director)	+84 463294349
46.	Azbil Vietnam Co. Ltd	Kiyoshi Kurata (Managing Director)	+84 432171112
47.	B&T Hi - Tech Trading and Service Company Limited	Nguyen Van Tai (Managing Director, Director)	+84 437871768
48.	B2b International Company Limited - B2b Int Lco Ltd	Nguyen Thanh Hoa (Director)	+84 2253260068



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49.	Bach Viet Industry Company Limited	Hoang Hanh Nguyen (Director)	+84 862771887
50.	Bach Viet Technologies Corporation	Xuan Hai Hoang (Director-General)	+84 835470976

ANNEXURE 3
LIST OF VIETNAMESE IMPORTERS OF HS CODE 854231 (Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Aiden Vietnam Company Limited - Adv	Kunito Watanabe (Director-General)	+84 3203751450
2.	Allesun New Energy Vietnam Co., Ltd - Allesun Vietnam	Yin Lin (Director-General)	+84 911005818
3.	Asia Electricity and Light Equipment Company Limited - Asia Light Co.,Ltd	Nguyen Ngoc Toan	+84 913011009
4.	Boviet Solar Technology Company Limited	Shi Cai Xie (Managing Director)	+84 2403760999
5.	Cmc Sai Gon System Integration Company Limited	The Tai Dang (Managing Director)	+84 838330579
6.	Daitoh Industry Vietnam Co., Ltd	Ogo Norihiro (Managing Director)	+84 618877070
7.	E-Litecom Vina Co., Ltd - Elc	Gi Sam Nam (Director-General)	+84 2416251101
8.	Enplas (Vietnam) Company Limited	Takehiko Komatsu (Director-General)	+84 439516485
9.	First Solar Vietnam Manufacturing Company Limited - First Solar Vietnam Manufacturing	Chan See Chong (Director-General)	+84 2837351403
10.	Global Equipment Services & Manufacturing Vietnam Joint Stock Company - Ges Vietnam	Seo Ping Ng (Chief Executive Officer)	+84 837360498
11.	Hanel Production and Import - Export Joint Stock Company. - Hanel Pt., JSC	Tran Thi Thu Trang (Chairman,Managing Director)	+84 2413734005
12.	Heesung Electronics Vietnam Limited Company - Heesung Electrocnics Vietnam	Hyuk Min Lim (Director-General)	+84 2252299170
13.	Ht Solar Vietnam Limited Company - Ht Solar Vietnam	Xuan Hong Wei (Director-General)	+84 328197041
14.	Jang Won Tech Vina Co. Ltd	Park Sehyeok (Chief Executive Officer)	+84 2223617990
15.	Magic Vina Company Limited - Magic Vina Co.Ltd	Park Sung Woo (Director-General)	+84 2838734321
16.	Mtex (Viet Nam) Company Limited	Satomi Yukihisa (Director-General)	+84 837701325
17.	Neo-Neon Vietnam Development Company Limited	Cheng Cheng Li (Managing Director)	+84 363568246
18.	Nsg Vietnam Glass Industrial Ltd - VGI	Hiroyuki Nakamura (Managing Director)	+84 643932100
19.	Olympia Lighting Vietnam Co.Ltd.	Kazuhisa Okawa (Managing Director)	+84 6503800406
20.	On Semiconductor (Vietnam) Co., Ltd	Richard Dean Carruth (Director-General)	+84 613994254

21.	Premo Vietnam Co. Ltd	Ezequiel Navarro (Managing Director)	+84 2353949010
22.	Pwc Semiconductor & Instruments Co.Ltd	Ho Ngoc Minh (Director-General)	+84 838105906
23.	Qc Solar (Viet Nam) Electronic Company Limited - Qc Solar	Duan Zhenggang	+84 966943921
24.	Red Sun Energy Joint Stock Company	Diep Bao Canh (Director-General)	+84 862611071
25.	Red Sun Energy Joint Stock Company. - Rse JSC	Diep Bao Canh	+84 862611071
26.	Seiko Industry Vietnam Co., Ltd - Siv	Takashi Sato (Director-General)	+84 3213589880
27.	Seoul Semiconductor Vina Co. Ltd.	Son Jae Hyung (Director-General)	+84 2263585777
28.	Shin-Etsu Electronics Materials Vietnam Co. Ltd.	Masayuki Inoue (Director-General)	+84 2213974881
29.	Torex Vietnam Semiconductor Co.,Ltd	Tadashi Sano (Director-General)	+84 6503628115
30.	Trina Solar (Vietnam) Science & Technology Company Limited	Wen Sheng Peng (Managing Director)	+84 969569946
31.	Unika Vie-Pan Co.,Ltd	Tsutom Waraya (Managing Director)	+84 837700375
32.	United-Vietnam Photonic Technology Research and Development Company Limited	Thi Kim Tram Nguyen (Managing Director)	+84 837360714
33.	Viet Competence Technology & Trading Joint Stock Company	Hung Cuong Luu (Director-General)	+84 437805300
34.	Vietnam Sunergy Company Limited	Hong Yao Fan (Director-General)	+84 2043566688
35.	Vina Cell Technology Company Limited	Yong Zhi Yang (Managing Director)	+84 949328200
36.	Vina Solar Technology Company Limited	Yong Zhi Yang (Managing Director)	+84 2403818232
37.	Yantin Electronic Technologies (Viet Nam) Ltd - YTV	Shui Fai Li (Director-General)	+84 433941991



ANNEXURE 4

LIST OF VIETNAMESE IMPORTERS OF HS CODE 271019 (Medium oils and preparations, of petroleum or bituminous minerals, not containing biodiesel, n.e.s.)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Anzoil (Asia) Pte Ltd.	Jonathan C Akerman (General Manager)	N.A.

ANNEXURE 5
LIST OF VIETNAMESE IMPORTERS OF HS CODE 853400 (Printed circuits)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Aiden Vietnam Company Limited	Kunito Watanabe (Director-General)	+84 3203751450
2.	Asti Electronics Hanoi Corporation	Toshiyasu Shiba (Director-General)	+84 435250399
3.	Bh Vina Co., Ltd	Seung Hak Nam (Managing Director)	+84 2113711072
4.	Bhflex Vina Company Limited	Dong Hwan Cha (Director-General)	+84 2113565602
5.	Cei International Investments (Vietnam) Limited	Ying Kit Li (Managing Director)	+84 6503782615
6.	Chemtrovina Co., Ltd - Chemtrovina Limited	Lee Jun Ho (Director-General)	+84 2513560414
7.	Cni Company Limited - C&I Co. Ltd	Choi Ikkdong (Managing Director)	+84 2223952371
8.	Cu Tech Vietnam Company Limited - Cu Tech Vietnam Co. Ltd	Ha Chung Soo (Director-General)	+84 2263550100
9.	Daeduck Viet Nam Co. Ltd - Ddv	Jae Ho Yeo (Director-General)	+84 2112481995
10.	Dongdo Electronics Hai Phong Co. Ltd - Ddehp	Ha Jeong Woong (Director-General)	+84 2258830801
11.	Four P Company Limited	Minh Tri Hoang (Director-General)	+84 439454510
12.	Four P Electronics Joint Stock Company	Kyung Hee Lee (Managing Director)	+84 316270339
13.	Fujikura Electronics Vietnam Company Limited	Otake Fumio (Director-General)	+84 618890001
14.	Fujitsu Computer Products of Vietnam, Inc. (Fcv) - FCV	Akari Motomiya (Director-General)	+84 613992444
15.	G.S Viet Nam Company Limited - G.S Vina Co.,Ltd	Chan Ok Kim (Director-General)	+84 2113870885
16.	Gigalane Co.,Ltd. - Gigalane.	Kim Myung Sic (Managing Director)	+84 2223952600
17.	Haengsung Electronics Viet Nam Co.,Ltd - Hsevn	Young Sang Lee (Managing Director Finance)	+84 2253507933
18.	Hokuyo Precision Vi?T Nam Company Limited	Moribayashi Seiichi (Director-General)	+84 2113882618
19.	Jabil Vietnam Company Limited	Hiang Kiat Tan (Director-General)	+84 837332060
20.	Jooyeon Vina Electronics Company Limited - Jooyeon Vina Electronics Co. Ltd	Yun Jiyong (Deputy Director General)	+84 2112481989
21.	Katolec Vietnam Corporation - Kav	Kurokawa Yoshitomi (Director-General)	+84 438182742
22.	Kr Ems Viet Nam Company Limited - Kr Ems Viet Nam Co. Ltd	Lee Nam Cheal (Director-General)	+84 2252299910

23.	Lian Tech Company Limited - Lian Tech	Seung Kyun Suh (Director-General)	+84 2043667522
24.	Meiko Electronics Thang Long Company Limited	Kiyomichi Inoue (Managing Director)	+84 439591888
25.	Meiko Electronics Vietnam Co. Ltd.	Tsuyuki Toyohiko (Director-General)	+84 433689888
26.	Meiko Vietnam Co. Ltd.	Tesaki Yuichi (Deputy Director General)	+84 2258830888
27.	Mylan Printing Media Corporation	Bui Thi Nhan (Chairman)	+84 2943746997
28.	New Flex Technology Vina Company Limited - New Flex Technology Vina Co. Ltd	Shin Hyunsik (Director-General)	+84 2113885660
29.	Nitto Denko Vietnam Co. Ltd	Tomohiro Tokoshima (Managing Director)	+84 6503756414
30.	One System Vina Company Limited - One System Vina Co. Ltd	Kim Kyung Yeol (Managing Director)	+84 2222220072
31.	Sao Kim Electronics Corporation	Anh Phong Ho (Director)	+84 837517733
32.	Sei Electronic Components (Vietnam), Ltd - Seev	Fukudome Masanori (Director-General)	+84 438812003
33.	Sewoo Global Vietnam Co. Ltd	Baik Soon Ahn (Director-General)	+84 2103736102
34.	Si Flex Vietnam Co. Ltd	Jae Ok Shim (Director-General)	+84 2403848888
35.	Spartronics Vietnam Company Limited	Dung Tran (Director-General)	+84 6503784890
36.	Sun Ching Electronics Vietnam Company Limited	Jung Tso Fu (Director-General)	+84 6503782063
37.	SV Probe Viet Nam Co. Ltd	Boon Hock Lee (Managing Director)	+84 6503784303
38.	Synopex Vietnam Company Limited	Seong Kwon Kim (Director-General)	+84 438182196
39.	Synopex Vina2 Company Limited - Synopex Vina2 Co. Ltd	Lee Se Won (Director-General)	+84 2466662678
40.	Terrasem Vina Co. Ltd.	Park Youngsang (Director)	+84 968139062
41.	Uju Vina Company Limited	Youngbaik Ro (Director-General)	+84 2113843700
42.	Unigen Vietnam Hanoi Co. Ltd	Paul Wenson Heng (Director-General)	+84 2413765438
43.	User Interface Technology Vietnam Company Limited	Kwang Jae Jeong (Director-General)	+84 2413699358
44.	V-Probes Holdings Company Limited	Tang Philip Khanh (Director-General)	+84 2854371078
45.	Vietnam Buwon Co. Ltd.	Park Sung Jae (Director-General)	+84 2223903515
46.	Vina Newflex Co. Ltd.	Lim Siyeon	+84 2113888555
47.	Vina Union Co. Ltd.	Kang Sin You (Director-General)	+84 2113584000
48.	Young Poong Electronics Vina Co. Ltd.	Han Jung Ho (Director-General)	+84 2113888835
49.	Youngjin Vina Company Limited	Ji Hong Seo	+84 2403661819
50.	Yuwan Electronics Vina Company Limited	Sung Jin Lee (Director-General)	+84 2113870890

ANNEXURE 6
LIST OF VIETNAMESE IMPORTERS OF HS CODE 901380 (Liquid crystal devices, n.e.s. and other optical appliances and instruments not elsewhere specified in Chapter 90)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	2h Instrument Company Limited	Tho Ha Hoang (Managing Director)	+84 913227302
2.	Accretech Vietnam Co. Ltd	Vu Duc Nam	+84 2439413309
3.	All Asia Co. Ltd	Thi Vien Phuong Nguyen (Director)	+84 838334306
4.	Amigo Technologies Joint Stock Company	Trong Hai Hoang Nguyen (Managing Director)	+84 435147370
5.	An Binh Science Technology Equipment and Chemical Company Limited	Tien Dung Mai (Director)	+84 437957210
6.	An Hung Company Limited	Trong Chien Nguyen (Managing Director)	+84 439761806
7.	An Phuoc International Corporation	Bui Thi Phuong Thao (Director-General)	+84 2473031688
8.	An Thai Binh Trading Glasses Company Limited	Thi Thu Phuong Ngo (Managing Director, Director)	+84 838272175
9.	An Tran Trading Company Limited	Ngo Thi Ha (Director)	+84 838275227
10.	ANTT Industrial and Trading Joint Stock Company - ANTT., JSC	Tran Minh Tung (Managing Director)	+84 2462872848
11.	Application & Development of Electronics Technology Joint Stock Company - ADT JSC	Ngo Dinh Luyen (Managing Director)	+84 2435653883
12.	Asia International Trading and Service Joint Stock Company	Le Xuan Tuan (Director)	+84 2473069960
13.	Asic Consulting and Technologies Services Joint Stock Company - Asic Technologies., JSC	Luong Han Nguyen (Managing Director)	+84 437481504
14.	B&T Service Trading Company Limited	Thuy Quynh Nguyen (Director)	+84 436228732
15.	B2b International Company Limited - B2b Int Lco.,Ltd	Nguyen Thanh Hoa (Director)	+84 2253260068
16.	Bach Khoa Company Limited - Bach Khoa Co., Ltd	Giang Vinh Thuan (Director)	+84 2838657107
17.	Banking Mechanical Joint Stock Company - Bmc	Van Trien Nguyen (Director-General)	+84 839975069
18.	Bkg Construction Consultancy Joint Stock Company	Tan Thoi Nguyen (Director-General)	+84 5113841982
19.	Bsi Technology Infrastructure Development Company Limited	Tran Tuan Anh Nguyen (Director-General)	+84 435737758
20.	Cac Joint Stock Company - Cac	Viet Trung Nguyen (Managing Director)	+84 837420959
21.	Cemaco Vietnam Company Limited - Cemaco	Le Anh Tuan (Director-General)	+84 2438267126
22.	Chemical and Scientific Technological Materials Joint Stock Company	Thanh Anh Luu (Director-General)	+84 438267176

23.	Chemical and Scientific Technological Materials Joint Stock Company - Cemaco	Binh Quoc Nguyen (Director-General)	+84 438267180
24.	City Ho Chi Minh Optical Joint Stock Company	Tran Dai Nghia (Chairman of The Board and Director)	+84 438464519
25.	Company for Technology Development Limited	Ngoc Anh Luong (Director-General)	+84 438353203
26.	Cuong Thinh Chemical & Science Technology Equipment Company Limited	Viet Cuong Nguyen (Director)	+84 985734578
27.	Dai Hoang Ha Company Limited	Ho Ngan Chi (Director)	+84 438359209
28.	Dai Truong Phat Education Joint Stock Company	Van Loc Doan (Director-General)	+84 835210541
29.	Danviet Development Investment Company Limited	Hoa Vu (Managing Director)	+84 466807879
30.	Dat Hop Company Limited	Van Long Tran (Managing Director)	+84 835116747
31.	Dia Cau Company Limited – Mesteco Ltd	Ngoc Tran Tran (Director)	+84 437841997
32.	Diethelm & Co Ltd Technology	Antonius Marie Santen (Director-General)	+84 439424725
33.	Dksh Technology Company Limited - Dksh Technology Co. Ltd	Alexander Kliegl (Director-General)	+84 439424725
34.	Dong Nam Chemicals and Equipments Corporation	Thanh Luu Huynh (Managing Director)	+84 862923773
35.	Duc Tien Export Import Company Limited	Thuc Nha Truong	+84 854319277
36.	Eastern Sea Company Limited	Trong Duong Le (Director)	+84 643573778
37.	Educational and Scientific Equipment Company Limited	Tran Ha Linh (Director)	+84 435143933
38.	Electronics Informatics Company Limited	Hop Nam Tran (Director-General)	+84 439427014
39.	Hanoi Industry Development and Production Joint Stock Company - Idc Hanoi JSC	Phuc Ngoc Nguyen (Director-General)	+84 439425566
40.	Hanoitc Equipment Joint Stock Company	Quoc Toan Nguyen (Director-General)	+84 462824212
41.	Hc Global Investment and Technology Join Stock Company	Trong Huy Le (Director-General)	+84 437955256
42.	Hong Anh Educational Equipment Company Limited	Nguyen Huu Hong Thanh (Director)	+84 837818389
43.	Hong Loi Trading Service Company Limited	Tran Hong Mac (Director)	+84 839207552
44.	Hp Telecom Co.Ltd	Nguyen Phu Hung (Director)	+84 838662789
45.	Huynh Phat Science Equipment Company Limited	Thi Thu Ha Tran (Director)	+84 838618979
46.	Hyupsung Vina Limited Company - Hyupsung Vina Co.Ltd	Kim Jae Hyun (Director-General)	+84 2473001986
47.	Indochina Geotechnics Joint Stock Company	Nghiem Phuc Hai (Director)	+84 437505078
48.	International Scientific and Technical Supplies Import Export Company Limited - Stech International Co.Ltd	Tuyen Quang Hung (Managing Director)	+84 2432005678
49.	Khoa Tri Company Limited - KTC	Hong Hai Pham (Director)	+84 462695989
50.	Kieu An Company Limited	Nguyen Dung Kim (Director)	+84 433719786

ANNEXURE 7
LIST OF VIETNAMESE IMPORTERS OF HS CODE 270900 (Petroleum oils and oils obtained from bituminous minerals, crude)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Anzoil (Asia) Pvt. Ltd	Jonathan C Akerman (General Manager)	N. A.
2.	Asia Investment and Asset Management Joint Stock Company - Ashico	Son Nguyen (Director-General)	+84 313757366
3.	Conoco Vietnam	George Sdorsher (Manager)	N. A.
4.	Conocophillips (U.K.) Cuu Long Limited	Bobby Bledsoe Harold (Director-General)	+84 88257714
5.	Elf Lubricants		+84 437332542
6.	Murphy Cuu Long Bac Oil Co. Ltd	Mark Steven Mick	+84 2838130730
7.	The Operating Office of Eni Vietnam B.V. In Hcmc Block 114	Luca Dragonetti	+84 2838223822

ANNEXURE 8
LIST OF VIETNAMESE IMPORTERS OF HS CODE 520100 (Cotton, neither carded nor combed)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A&T Trading Joint Stock Company	Van Quyet Nguyen (Director)	+84 438243838
2.	An Binh Import - Export Company Limited	Nguyen Ly Thi Minh (Director)	+84 438548998
3.	An Thinh Phat Private Enterprise	Mai Dinh Phon (Director)	+84 613528148
4.	An Thinh Production and Investment Company Limited	Nguyen Bao Thang (Director)	+84 2838380524
5.	An Thinh Trading Co Ltd	Van Van Nguyen (Director)	+84 2438458661
6.	Animex Saigon Joint Stock Company	Tri Vinh Le	+84 839303725
7.	Asia Global Commodities Development Company Limited	Duc Doan Nguyen (Director)	+84 822211967
8.	Bach Hy One Member Limited Company - Bach Hy Co.,Ltd	Tan Vinh Nguyen (Managing Director)	+84 6513717316
9.	Building Material and Construction Company	Nguyen Van Ngoc (Director-General)	+84 88398642
10.	C.M.L Joint Stock Company	Thi Hong Hue Nguyen (Director)	+84 838445183
11.	Chuan Ha Investment and Construction Joint Stock Company	Le Van Chuan (Chairman of the Board and Director)	+84 47553720
12.	Curevet Vietnam Company Limited - Curevet Vietnam Co.,Ltd	Thi Mai Nguyen (Managing Director)	+84 437430769
13.	D.D.P Company Limited	Thi Doan Trang Nguyen (Director)	+84 835152436
14.	Dai Hung Cuong One Member Company Limited	Nguyen Van Bang (Managing Director)	+84 913264588
15.	Dai Huu Joint Stock Company	Minh Dao Duc (Director-General)	+84 438611711
16.	Dai Thien Ha Joint Stock Company	Khac Trung Pham (Managing Director)	+84 333772772
17.	Dan On Foods Corporation	Dan Khuong On	+84 6503884125
18.	Dat Viet Import and Export Company	Le, Minh Xu (Director)	+84 48574647
19.	Ddp Joint Stock Company - Ddp-JSC	Nguyen Hong Thai (Director & Chairman)	+84 2033623968
20.	Dong Khanh Textile Corporation - Dk.T Corp	Dong Quan Tang (Managing Director)	+84 942400087
21.	Dong Lap Corporation	Dang Nguyen Ngoc Linh (Director)	+84 822408878
22.	Duc Long International Import & Export Company Limited	Nguyen Thi Tu Anh (Director)	+84 2033772047
23.	E.P.S Limited Company	Dang Trinh Dao (Managing Director)	+84 838117728
24.	Gia Lai Trading Joint Stock Company - Comexim	Thai Binh Nguyen (Director)	+84 593823978

25.	Golden Horse Company Limited	Nguyen Van Lai	+84 839101547
26.	Golden Moon Asia Investment Company Limited	Le Thi Thu Thuy (Director)	+84 437951568
27.	Golden Star Livestock Feed Company Limited	Trinh My Nhan (Director-General)	+84 383514510
28.	Ha Anh General Export Import Co	Thi Tieu Nguyen (Director)	+84 48832356
29.	Ha Dung Company Limited - Ha Dung Co.,Ltd	Nguyen Duc Hai (Managing Director)	+84 2466748093
30.	Hatay Import-Export Company	Nguyen Son Van (Director)	+84 34824321
31.	Hoan Kiem Investment Joint Stock Company - Hoan Kiem Invest., JSC	Nguyen Van Manh (Director)	+84 2438238027
32.	Hoang Dao Trading Company Limited	Ho Hoang Bach (Director)	+84 89311839
33.	Hoang Dat Company Limited	Van Thanh Ta (Director)	+84 903071964
34.	Hoang Sa Import Export Nutrition Company Limited - Exim Hoang Sa Nutri Co., Ltd	Tran Nguyen Binh (Managing Director)	+84 2837271453
35.	Ht Vietnam Development and Investment Joint Stock Company	Phi Nga Doan (Managing Director)	+84 462977947
36.	Hung Thinh Trading Import Export Company Limited - Hung Thinh Import & Export Co.,Ltd	Nguyen Thi Bich Vuong (Managing Director)	+84 913287332
37.	Hung Vuong Tay Nam Panga Feed Joint Stock Company	Van Lam Nguyen (Director-General)	+84 673762266
38.	Huu Phuc One Member Company Limited - Hoan Phuc Company Limited	Pham Thi Thuy Linh (Managing Director)	+84 2713870238
39.	Kham Thien Company Limited	Nguyen Ngoc Khoi (Director)	+84 838990049
40.	King Jones International Trading Company Limited - Kingjones., Ltd	Dinh Thi Ngan Giang (Director & Chairman)	+84 2422460596
41.	Loc Tien Vietnam Company Limited - Loc Tien Vietnam Co.,Ltd	Vitankar Prashant Kumar Marutirao (Director)	+84 917773526
42.	Long Hai Group Corporation - Longhai Group Corp	Cuu Long Nguyen (Director-General)	+84 437760703
43.	Long Thai Hoa Co. Ltd	Thi Doan Trang Tran (Managing Director)	+84 663827314
44.	Long Thuan Investment Corporation	Duy Thanh Nguyen (Director-General)	+84 987155899
45.	Mai Do Trading-Services Company Limited	Trung Truc Mai (Managing Director)	+84 90327567
46.	Material and Technology Joint Stock Company	Ngoc Quynh Tran (Director)	+84 437564343
47.	Mih Millennium Investment Company Limited - Mih In Co., Ltd	Ngoc Chien Hoang (Director-General)	+84 989557115
48.	Minh Chau Limited Company	Thi Tuyen Vu (Managing Director)	+84 937493256
49.	Minh Dang Co. Ltd	Thi Thanh Ha Duong (Managing Director)	+84 854123691
50.	Minh Viet Trading Import Export Limited Company - Minh Viet Tradimexco	Nguyen Hong Nguyen (Managing Director)	+84 2253533418

ANNEXURE 9

LIST OF VIETNAMESE IMPORTERS OF HS CODE 852990 (Parts suitable for use solely or principally with transmission and reception apparatus for radio-broadcasting or television, television cameras, digital cameras, video camera recorders, radar apparatus, radio navigational aid apparatus or radio remote control apparatus, monitors and projectors, n.e.s. (excluding for aerials and aerial reflectors of all kinds))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	247 Supply Materials Equipment Industry Company Limited	Nguyen Xuan Hai (Director)	+84 902487068
2.	3C Engineering Company Limited	Quoc Huy Dang (Director-General)	+84 436642037
3.	A Chau Application Technical and Trading Company Limited	Pham Dinh Phu (Director)	+84 435635074
4.	A.C.E Corporation	Hoang Chi Thanh (Director)	+84 839711100
5.	Aba Wellgrow Vietnam Company Limited - Aba Wellgrow Vietnam Co. Ltd	Chan Chun Hung Addision (Director & Chairman)	+84 903880211
6.	ABB Ltd - Bac Ninh Branch	Vestner Markuspaul (Branch Manager)	+84 438611009
7.	Ace Industries Company Limited - Ace Industries Co. Ltd	Viet Hung Nguyen (General Manager)	+84 909794383
8.	Advance Information Technology Corporation	Tran Thanh Nguyen (Director)	+84 89973946
9.	AF Industry Joint Stock Company - AFI JSC	Pham Viet Hung (Director)	+84 462812991
10.	Aic Trading Joint Stock Company	Nguyen Thi Diem Phuong (Chairman of the Board and Director)	+84 439422321
11.	Aimica Viet Nam Company Limited	San Vy Yen Thai (Director)	+84 866818862
12.	Akagi Vietnam Company Limited	Arai Tanie (Managing Director)	+84 2862583510
13.	Alliances Integrated Systems Company Limited - Alliances Co.,Ltd	Vu Viet Tung (Director)	+84 2873007475
14.	Alstom Vietnam Company Limited	Henri Thierry Noirhomme (Director-General)	+84 438243053
15.	Amcotech Viet Nam Company Limited - Amcotech Viet Nam Co. Ltd	Thu Hien Nguyen (Director)	+84 916060880
16.	Amec Technology JSC	Quang Tung Pham (Director)	+84 439945101
17.	An Cuong Thinh Constructiion And Engineering Company Limited	Huynh Phuoc Hai (Director)	+84 854328693
18.	An Duong Service Business Production Company Limited - ADG Corp.	Vu Toan Dang (Managing Director)	+84 462779777
19.	An Phat Information Technology Company Limited - An Phat Information Technology Co.,Ltd	Vu Toan Dang (Managing Director)	+84 462779777
20.	An Phuong Distribution Corporation	Minh Khoi Phan (Director)	+84 862821886

21.	An Son Electrical Technology Company Limited	Nguyen Huu Hai (Managing Director)	+84 2838163343
22.	An Viet Technology Development and Application Company Limited	Dinh Ngau Nguyen (Managing Director)	+84 438684776
23.	An Viet Technology Services Trading Company Limited - Avitec Co.Ltd	Hoa Quang Huan (Managing Director)	+84 2466874668
24.	Anbao Corporation - An Bao Corp	Ngoc Nguyen (Director-General)	+84 839118841
25.	Anh Kim Trading Company Limited - Anh Kim	Truong Ngoc Minh (Director)	+84 85123933
26.	Anh Nghi Son Service Trading Company Limited	Ngoc Son Ta (Director-General)	+84 835170402
27.	Apollo Viet Nam Power Back - Up Company Limited - Apollo Viet Nam Power Back - Up Co.Ltd	Nguyen Duc Duyen (Director)	+84 2435430509
28.	Appliancz Vietnam Joint Stock Company	Xuong Thanh Tran (Managing Director)	+84 838335520
29.	Applications Technical and Development Technological Company Limited	Xuan Giang Nghiem (Director)	+84 981109050
30.	Aps Mechanical & Electrical Co.,Ltd	Trinh Huu Tuong (Director)	+84 837559966
31.	Asean Mechanics and Electricity Corporation	Van Huy Le (Director-General)	+84 438561499
32.	Asean Trading and Engineering Joint Stock Company	Anh Tuan Pham (Director-General)	+84 438357557
33.	Asia Electricity and Light Equipment Company Limited - Asia Light Co. Ltd	Nguyen Ngoc Toan	+84 913011009
34.	Asia Pacific Corporation – APC Corp	Hoang Quang Trung (Director & Chairman)	+84 436760416
35.	Asia Technology and Engineering Joint Stock Company – ATE JSC	Huu Thuy Nguyen (Director-General)	+84 435642502
36.	Asian Star Technology Company Limited	Quoc Thai Truong (Managing Director)	+84 839770018
37.	Asic Consulting and Technologies Services Joint Stock Company - Asic Technologies., JSC	Luong Han Nguyen (Managing Director)	+84 437481504
38.	Ateco Industry Company Limited - Ateco Co. Ltd	Vu Van Chinh (Director)	+84 2466758291
39.	Autonics Vina Co. Ltd - Autonics	Son Junseok (Director-General)	+84 2837712662
40.	Avco Technology and Technical Equipment Joint Stock Company - Avco., JSC	Van Ve Nguyen (Director)	+84 463294349
41.	Azbil Vietnam Co.,Ltd	Kiyoshi Kurata (Managing Director)	+84 432171112
42.	B&T Hi - Tech Trading and Service Company Limited	Nguyen Van Tai (Managing Director)	+84 437871768
43.	Bach Viet Industry Company Limited	Hoang Hanh Nguyen (Director)	+84 862771887
44.	Bao Linh Technical Equipment Trading Company Limited	Quoc Bao Nguyen (Managing Director)	+84 438723064
45.	Bao Nha Company Limited	Thu Lam Le (Managing Director)	+84 839907642
46.	Bateco Viet Nam Joint Stock Company - Bateco Viet Nam JSC	Pham Anh Tuan (Director-General)	+84 2466813388



TRADE OPPORTUNITIES IN VIETNAM

47.	Beled Vietnam Service Trading Production Company Limited	Tran Thi Tuyet Lan (Managing Director)	+84 917535367
48.	Ben Vung Corporation	Le Quang To (Managing Director)	+84 862921276
49.	Binh An Company Limited - B.A Co. Ltd	Nguyen Van Xuyen (Director)	+84 862645906
50.	Binh Son Electric Trade and Manufacturing Joint Stock Company - Bse	Tien Duc Tran	+84 862944028

ANNEXURE 10
LIST OF VIETNAMESE IMPORTERS OF HS CODE 100590 (Maize (excluding seed for sowing))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	3a Nutrition (Vietnam) Company Limited	Douglas Kuo (Director-General)	+84 838238222
2.	3a Pharmaceutical Company, Ltd	Vu Gia Khuyen (Director)	+84 89611305
3.	3fmart Corporation - 3fmart	Thi Hong Thuy Vu (Managing Director)	+84 866816108
4.	A Long Trading Company Limited	Pham Quang Hang (Director)	+84 838216932
5.	A&T Trading Joint Stock Company	Van Quyet Nguyen (Director)	+84 438243838
6.	Abbott Laboratories S.A Representative	Douglas Kuo (Branch Manager)	+84 2838256551
7.	Abiru Trading Company Limited - Abiru Trading Co.,Ltd.	Tran Thi Anh (Managing Director)	+84 2862753648
8.	Acn Trading and Services Company Limited	Luu Phuc Thi (Director)	+84 437875225
9.	Advanced Distribution Company Limited - Advanced Distribution Co.,Ltd	Truong Quoc Chi (Managing Director)	+84 2839972779
10.	Aeon Vietnam Company Limited - Ho Chi Minh City - Based Branch of Aeon Vietnam Company Limited	Yasuo Nishitohge (Branch Manager)	+84 2862887711
11.	Agricare Vietnam Company Limited - Agricare Vietnam Co. Ltd	Quang Thang Dam (Managing Director)	+84 437631484
12.	Agricultural Forestry and Fishery Import Export Company Limited - Agrimexco	Van Thieu Vo (Managing Director)	+84 854044975
13.	Agro Diversity Management Vietnam Company Limited - Adm Viet Nam	Nguyen Ngoc Tuan (Director)	+84 2203789666
14.	Alchemy Asia Co.,Ltd - Acya Co.,Ltd	Vuong Gia Thien (Director)	+84 2835147044
15.	All Chemicals Co., Ltd - All Chems Co., Ltd	Thi Nguyen (Director)	+84 838494089
16.	Alliance Distribution Joint Stock Company	Thi My Chi Le (Director-General)	+84 838118555
17.	Aloe Trading Co., Ltd	Thi Nhi Truong	+84 839485120
18.	An & D Company Limited	Phan Thi Tam Ha (Director)	+84 439333933
19.	An An Phu Co.,Ltd	Quoc Hung Ha (Managing Director)	+84 882677574
20.	An Dai Viet Joint Stock Company	Dang Thi Thuy Ngan (Director-General)	+84 838299729
21.	An Giang Agriculture and Foods Import-Export Joint Stock Company - Afiex	Van Bay Pham (Director-General)	+84 763932985
22.	An Nam Fine Food Co., Ltd - An Nam Fine Food	Thi Phuong Ha Nguyen	+84 835126404

23.	An Nam Food Co Ltd	Nguyen Thi Phuong Ha (Director)	+84 835126400
24.	An Phu Import Export Corporation	Thi Ngoc Mai Ánguyen (Managing Director)	+84 862870136
25.	An Thanh Phu Production Trading Company Limited	Cao Thi Thuy (Director)	+84 2862888760
26.	An Thinh Production and Investment Company Limited	Nguyen Bao Thang (Director)	+84 2838380524
27.	An Thinh Trading Co Ltd	Van Van Nguyen (Director)	+84 2438458661
28.	An Viet Anh Trading Service Engineering Company Limited - A Vi A Co., Ltd	Khanh Hoa Le (Managing Director)	+84 919779509
29.	An Vu Industry Joint Stock Company	Dang Cong Danh (Managing Director)	+84 918300784
30.	Anh Duc F.C Trading & Service Co.,Ltd	Dang Anh Vu Ta (Chairman & Managing Director)	+84 839893710
31.	Anh Thao Production Trading Service Agricultural Products Company Limited	Thi Thom Nguyen (Managing Director)	+84 3206565590
32.	Animex Saigon Joint Stock Company	Tri Vinh Le	+84 839303725
33.	Anova Milk Joint Stock Company	Thuy Anh Vo (Chief Executive Officer)	+84 837763763
34.	Ant Farm One Member Company Limited - Viet Hi Co.,Ltd	Nguyen Thanh Trung (Managing Director)	+84 2862611411
35.	Apex Vina Trading And Service Company Limited - Apex Vina	Nguyen Thi Xuan Nhan (Managing Director)	+84 909060720
36.	Apis Corporation - Apis Corp	Duong Xuan Vu Tran (Director)	+84 862641166
37.	Asia Global Commodities Development Company Limited	Duc Doan Nguyen (Director)	+84 822211967
38.	Asia Medical Company Limited - Amco Co.,Ltd	Duc Lam Nguyen (Director)	+84 432323838
39.	Asia Production Investment Joint Stock Company	Thi Van Anh Pham (Director-General)	+84 435134116
40.	Au Viet Nutrition Company Limited	Duc Nghia Nguyen (Managing Director)	+84 862960178
41.	Ava Food Shareholding Company	Pang Tee Chiang (Director-General)	+84 613511138
42.	Ba Dinh Foodstuff Technology Company Limited	Hoa Quang Ta (Director)	+84 437153333
43.	Bach Van Production Service Trading Company Limited - Bach Van Co.,Ltd	Phuong Thi Binh (Managing Director)	+84 2838112181
44.	Bacninh Pharmaceutical Joint Stock Company	Nguyen Quang Bang	+84 2223824139
45.	Bang Linh Entertainment and Sport Joint Stock Company - Blensp. JSC	Ngoc Chung Bui	+84 439335569
46.	Bao Long Engineering Co Ltd	Guy Hong La (Director)	+84 88954275
47.	Beerplaza Vietnam Company Limited	Van Hung Thai Quach (Director)	+84 437913888
48.	Bell Foods Viet Nam Company Limited - Bell Foods Co., Ltd	Vo Thi Thuy Kieu (Managing Director)	+84 2839973008
49.	Ben Thanh Tourist Service Joint Stock Company	Than Thanh Hai (Director)	+84 838227788
50.	Bibomart Tm Joint Stock Company - Bibomart Tm JSC	Trinh Lan Phuong	+84 2473091168

ANNEXURE 11
LIST OF VIETNAMESE IMPORTERS OF HS CODE 230400 (Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Ampac Vietnam Co.,Ltd	Tze Hao Yim (Director-General)	+8466898077
2.	An Loc Son Limited Company - An Loc Son Co.,Ltd	Nguyen Duc Tho (Director)	+84 978900999
3.	Artex Import Export Investment Corporation	Le Anh Tuan (Director)	+84 462959059
4.	Ata Trading - Advertising Service Corporation - Ata Corp	Khuat Huy Tuan (Director-General)	+84 2437592008
5.	Ba Ria Vung Tau Rubber Joint Stock Company	Nguyen Cong Tai (Director)	+84 643881964
6.	Basviet Technology Joint Stock Company	Anh Vuong Tran (Director & Chairman)	+84 2413617933
7.	Ban Yan Commercial Co. Ltd	Le Quang Bao Long (Director)	+84 839147291
8.	Baolinh Import and Export Joint Stock Company	Nguyen Hoang Hai (Director)	+84 2438359317
9.	Bid Company Limited - Bid Company Ltd	Quoc Hiep Nguyen (Director)	+84 873070102
10.	Binh Phat Dat Trading Company Limited	Van Khoa Nguyen (Director)	+84 822146962
11.	Biovegi Vietnam Joint Stock Company	Thi Thu Hang Ngo (Managing Director)	+84 437855444
12.	Chau Duong Company Limited	Tran Thi Thoa (Director)	+84 435764436
13.	Cherry Year Vietnam Lighter Manufacture Company Limited	Lei Hou Chong (Director-General)	+84 663899015
14.	Chu Se Rubber Company Limited	Nguyen Quoc Khanh (Director-General)	+84 593851399
15.	Como Co. Ltd	Phuc Huu Nguyen (Director)	+84 839972290
16.	Confidence Viet Service-Trading Co. Ltd	Quach Ngoc Thuy	+84 822410787
17.	Cua Hang Tan Khoa	Le Quang Huy (Director)	+84 88293306
18.	Daitanviet Joint Stock Company	Thi Van Le (Director-General)	+84 862883535
19.	Damsan Joint Stock Company	Huy Dong Vu	+84 363642312
20.	Danang Leather Goods Joint Stock Company	Duong Tan Nhi (Director-General)	+84 5113710899
21.	Danang Territorial Import Export Joint Stock Company	Duong Tan Nhi (Director-General)	+84 5113710899
22.	Dat Viet Import and Export Company	Le, Minh Xu (Director)	+84 48574647
23.	Diatco Ltd	Do, Anh Tu (Director)	+84 2439870035

24.	Diem Thanh Trading Production Co. Ltd	Thanh Duong Nguyen (Director-General)	+84 854282034
25.	Din San Limited Company - Dinsan Co Ltd	Miyamoto Tatsuhito (Director)	+84 6503735986
26.	Doan Ket Trading and Production Packaging Company Limited	Hoang Thi Thu Huong (Director)	+84 422185777
27.	Dong Phu Rubber Joint Stock Company - Doruco	Nguyen Thanh Hai (Director-General)	+84 6513819786
28.	Echo Viet Nam Company Limited - Echo Co. Ltd	Nguyen Thi Thanh Huyen (Director)	+84 435131918
29.	Eternity Company Limited	Nguyen Thi Minh Hien (Director)	+84 313636838
30.	Geru Star Sport Joint Stock Company - Geru Sport Company	Le Van Binh (Chairman)	+84 838470037
31.	Global Card Solution and Trading Joint Stock Company	Van Bang Dang (Director)	+84 462850570
32.	Global Focus Connection Company Limited	Viet Hang Tran	+84 903005757
33.	Golden Lotus Trading and Manufacturing Company Limited	Anh Son Pham (Director-General)	+84 838406404
34.	Grand Legend Vina Company Limited	Choi Jaehyuk (Director-General)	+84 916164221
35.	Ha Noi May 19th Textile One Member Limited Company	Do Van Minh (Director-General)	+84 438584616
36.	Ha Thanh One Member Limited Liability Company	Doan Thanh Hai (Director)	+84 838207166
37.	Haan Producing - Serving & Trading Company Limited	Nguyen Ngoc Dung (Director)	+84 437716046
38.	Hanoi General Production and Import - Export Company - Haprosimex	Nguyen Cu Tam (Director)	+84 48251069
39.	Hanoi Industrial Textile Joint Stock Company - Haicatex	Pham Hoa Binh (Director-General)	+84 438624621
40.	Hanoi Knitting Joint Stock Company	Bui Tan Anh (Director)	+84 438362027
41.	Hanoi Trade Corporation	Thanh Son Vu (Director-General)	+84 439285929
42.	Hatay Export and Import Company - Trung Tam Xuat Nhap Khau Hatay	Nguyen, Hong Tuan (Director)	+84 34824321
43.	Hexagone Wine	Nguyen Thi Luan (Director)	+84 88227978
44.	Hoan Thanh Co.,Ltd	Van Lac Tran (Chairman & Managing Director)	+84 837542889
45.	Hung Truong Trading Service Company Limited - Hung Truong Trading-Service Co.Ltd.	Vay A Hung (Director & Chairman)	+84 2838415209
46.	Interfood Packaging Shareholding Company	Nguyen Thi Kim Lien (Director-General)	+84 613513963
47.	Javideco Company Limited	Vu Dinh Luyen (Director)	+84 6503729644
48.	K-Tarp Vina Company Limited - K-Tarp Vina Co., Ltd	Kim Min Hoon (Director-General)	+84 2103771701
49.	Khai Thang Trading Company Limited	Diep Thi Kieu Oanh (Director)	+84 908019009
50.	Khatoco Trading Co. Ltd	Le Tien Anh (Director)	+84 583882230

ANNEXURE 12
LIST OF VIETNAMESE IMPORTERS OF HS CODE 080131 (Fresh or dried cashew nuts, in shell)

S. No.	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	3a Nutrition (Vietnam) Company Limited	Douglas Kuo (Director-General)	+84 838238222
2.	3a Pharmaceutical Company, Ltd	Vu Gia Khuyen (Director)	+84 89611305
3.	3fmart Corporation	Thi Hong Thuy Vu (Managing Director)	+84 866816108
4.	A Long Trading Company Limited	Pham Quang Hang (Director)	+84 838216932
5.	A&T Trading Joint Stock Company	Van Quyet Nguyen (Director)	+84 438243838
6.	Abbott Laboratories S.A Representative	Douglas Kuo (Branch Manager)	+84 2838256551
7.	Abiru Trading Company Limited - Abiru Trading Co.,Ltd.	Tran Thi Anh (Managing Director)	+84 2862753648
8.	Acn Trading and Services Company Limited	Luu Phuc Thi (Director)	+84 437875225
9.	Advanced Distribution Company Limited - Advanced Distribution Co., Ltd	Truong Quoc Chi (Managing Director)	+84 2839972779
10.	Aeon Vietnam Company Limited - Ho Chi Minh City - Based Branch of Aeon Vietnam Company Limited	Yasuo Nishitohge (Branch Manager)	+84 2862887711
11.	Agricare Vietnam Company Limited - Agricare Vietnam Co. Ltd	Quang Thang Dam (Managing Director)	+84 437631484
12.	Agricultural Forestry and Fishery Import Export Company Limited - Agrimexco	Van Thieu Vo (Managing Director)	+84 854044975
13.	Agro Diversity Management Vietnam Company Limited - Adm Viet Nam	Nguyen Ngoc Tuan (Director)	+84 2203789666
14.	Alchemy Asia Co. Ltd - Acya Co.Ltd	Vuong Gia Thien (Director)	+84 2835147044
15.	All Chemicals Co.Ltd - All Chems Co. Ltd	Thi Nguyen (Director)	+84 838494089
16.	Alliance Distribution Joint Stock Company	Thi My Chi Le (Director-General)	+84 838118555
17.	Aloe Trading Co., Ltd	Thi Nhi Truong	+84 839485120
18.	An & D Company Limited	Phan Thi Tam Ha (Director)	+84 439333933
19.	An An Phu Co. Ltd	Quoc Hung Ha (Managing Director)	+84 882677574
20.	An Dai Viet Joint Stock Company	Dang Thi Thuy Ngan (Director-General)	+84 838299729
21.	An Giang Agriculture and Foods Import-Export Joint Stock Company - AFIEX	Van Bay Pham (Director-General)	+84 763932985
22.	An Nam Fine Food Co. Ltd - An Nam Fine Food	Thi Phuong Ha Nguyen	+84 835126404

23.	An Phu Import Export Corporation	Thi Ngoc Mai Ánguyen (Managing Director)	+84 862870136
24.	An Thanh Phu Production Trading Company Limited	Cao Thi Thuy (Director)	+84 2862888760
25.	An Viet Anh Trading Service Engineering Company Limited - A Vi A Co., Ltd	Khanh Hoa Le (Managing Director)	+84 919779509
26.	An Vu Industry Joint Stock Company	Dang Cong Danh (Managing Director)	+84 918300784
27.	Anh Duc F.C Trading & Service Co., Ltd	Dang Anh Vu Ta (Chairman & Managing Director)	+84 839893710
28.	Animex Saigon Joint Stock Company	Tri Vinh Le	+84 839303725
29.	Anova Trade Corporation	Thi Hien Nguyen	+84 838482628
30.	Apex Vina Trading and Service Company Limited - Apex Vina	Nguyen Thi Xuan Nhan (Managing Director)	+84 909060720
31.	Apis Corporation - Apis Corp	Duong Xuan Vu Tran (Director)	+84 862641166
32.	Asia Global Commodities Development Company Limited	Duc Doan Nguyen (Director)	+84 822211967
33.	Asia Medical Company Limited - Amco Co.,Ltd	Duc Lam Nguyen (Director)	+84 432323838
34.	Asia Production Investment Joint Stock Company	Thi Van Anh Pham (Director-General)	+84 435134116
35.	Au Viet Nutrition Company Limited	Duc Nghia Nguyen (Managing Director)	+84 862960178
36.	Ava Food Shareholding Company	Pang Tee Chiang (Director-General)	+84 613511138
37.	Ba Dinh Foodstuff Technology Company Limited - Ba Dinh Foods Co Ltd	Hoa Quang Ta (Director)	+84 437153333
38.	Bach Van Production Service Trading Company Limited - Bach Van Co., Ltd	Phuong Thi Binh (Managing Director)	+84 2838112181
39.	Bacninh Pharmaceutical Joint Stock Company	Nguyen Quang Bang	+84 2223824139
40.	Bang Linh Entertainment and Sport Joint Stock Company - Blensp. JSC	Ngoc Chung Bui	+84 439335569
41.	Bao Long Engineering Co Ltd	Guy Hong La (Director)	+84 88954275
42.	Beerplaza Vietnam Company Limited	Van Hung Thai Quach (Director)	+84 437913888
43.	Bell Foods Viet Nam Company Limited - Bell Foods Co., Ltd	Vo Thi Thuy Kieu (Managing Director)	+84 2839973008
44.	Ben Thanh Tourist Service Joint Stock Company	Than Thanh Hai (Director)	+84 838227788
45.	Bibomart Tm Joint Stock Company - Bibomart Tm JSC	Trinh Lan Phuong	+84 2473091168
46.	Binh Dinh Food Joint Stock Company	Van Nam Pham (Director-General)	+84 563822456
47.	Blue Ocean Im-Export Co. Ltd	Van Khoe Huynh (Director)	+84 862663838
48.	Blueseas Beverage Company Limited	Duong Tai Nguyen (Managing Director)	+84 437689567
49.	Branch of Ha Thanh Company Limited	Duy Phuong Tran (Branch Manager)	+84 839274008
50.	Brova Company Limited	Thi Thuy Hoa Nguyen (Managing Director)	+84 313642774

ANNEXURE 13
LIST OF VIETNAMESE IMPORTERS OF HS CODE 720449 (Waste and scrap of iron or steel (excluding slag, scale and other waste of the production of iron and steel; radioactive waste and scrap; fragments of pigs, blocks or other primary forms of pig iron or spiegeleisen; waste and scrap of cast iron, alloy steel or tinned iron or steel; turnings, shavings, chips, milling waste, sawdust, filings, trimmings and stampings; waste and scrap of primary cells, primary batteries and electric accumulators))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A Sang Trading Services Co., Ltd. - A Sang Co., Ltd.	Ly A Nhi (Managing Director Sales)	+84 2837311540
2.	Ali-Bs Company Limited - Ali-Bs Co., Ltd	Le Thi Kim Binh (Director)	+84 2839407510
3.	An Khai Production Trading Co., Ltd	Nguyen Anh Minh (Director)	+84 2837818515
4.	An Minh Trading Investment Company Limited	Quoc Thang Vo (Managing Director)	+84 435630040
5.	Binh Duong Hoa Phat Steel Pipe Co. Ltd	Nguyen Van Tuan	+84 274379389
6.	Binh Kim Trading Service One Member Company Limited	Quach My Kim (Director)	+84 2838760446
7.	Broadpeak Soc Trang Company Limited - Broadpeak Soc Trang Co. Ltd	Jinkook Kim (Director-General)	+84 904120599
8.	Chanu Company Limited	Tong Ngoc Phuong (Director)	+84 2838637338
9.	Como Co. Ltd	Phuc Huu Nguyen (Director)	+84 839972290
10.	Dai Long Co., Ltd	Phuoc Hung Dinh (Managing Director)	+84 837605134
11.	Dasuka Logistics Company Limited - Dasuka Co. Ltd	Nguyen Trong Khanh (Managing Director)	+84 2223634635
12.	Duc Hung Trading and Production Joint Stock Company	Tran Duc Hung (Managing Director)	+84 2436343339
13.	Elentec Hcm Vina Company Limited - Elentec Hcm Vina	Jang Ki Young (Director-General)	+84 2513568201
14.	Gia Lai Trading Joint Stock Company - Comexim	Thai Binh Nguyen (Director)	+84 593823978
15.	Global Polytechnic Corporation - Glo-Tech. Corp	Tran Xuan Thuy (Director)	+84 2437676352
16.	Ha Thanh One Member Limited Liability Company	Doan Thanh Hai (Director)	+84 838207166
17.	Hai Gia Co. Ltd	Thi Hai Ha Duong (Director-General)	+84 838439981
18.	Hai Linh Vung Tau Petroleum One Member Company Limited	Le Van Tam (Director)	+84 2543894119
19.	Hai Phong Medical Equipment Joint-Stock Company	Phu Dong Nguyen (Director)	+84 313838110
20.	Hanoi Industrial Textile Joint Stock Company - Haicatex	Pham Hoa Binh (Director-General)	+84 438624621

21.	Hoa Binh Koyuseni Knitting Limited Company - Hkk	Vu Thi Thu Hoai (Managing Director)	+84 2183888909
22.	Hoan Xa Company Limited - Hoanxa Co.Ltd	Do Anh Tuan (Director)	+84 2438463636
23.	Huy Hoang Gia Steel Company Limited - Huy Hoang Gia Steel Co. Ltd	Van Hoan Le (Director-General)	+84 862777928
24.	Hyosung Quang Nam Company Limited - Hyosung Quang Nam Co. Ltd	Kim Kyung Hwan (Director-General)	+84 2353691555
25.	Ipl Import Export Service Joint Stock Company	Tien Tung To (Director-General)	+84 912016975
26.	Khai Nguyen Trading Company Limited - Khai Nguyen Co. Ltd	Vuong Tuyet Van (Director)	+84 2839607705
27.	Kien Thanh Mechanic Trading Company Limited	Ngo Kien Nien (Director)	+84 903923828
28.	Kim Su Vuong Corporation	Nguyen Dinh Kuong (Chairman & Managing Director)	+84 2839622919
29.	Kiyohara Vietnam Company Limited - Kiyohara Vn Co., Ltd	Yasushi Somekawa (Director-General)	+84 2873003900
30.	Kura Viet Nam Company Limited	Nguyen Tien Cong (Managing Director)	+84 2462949694
31.	Le Gia Phuc Trading and Construction Company Limited	Le Thanh Hao (Director)	+84 2854336768
32.	Le Ha Chemicals Company Limited - Lehachem	Dinh Duy Nguyen (Director)	+84 862512255
33.	Lien Nha Company Limited - Lien Nha Co. Ltd	Le Xuan Vinh (Director)	+84 2838682664
34.	Logipack Material and Equipment Company Limited - Logipack Co., Ltd	Huynh Gia Hong Cat Ha (Director)	+84 2835474014
35.	Long An Export Garment Joint Stock Company	Nguyen Thi Phuong Quang (Chairman of the Board and Director)	+84 723826412
36.	M - B Viet Nam Medical Equipment Company Limited - M - B Me Co., Ltd	Pham Duc Bac (Managing Director)	+84 976587282
37.	Material Kim Nga T&J One Member Company Limited - Kim Nga T&J	Bui Thi Ngoc Thuy (Managing Director)	+84 2743813406
38.	Me.Tal Viet Nam Import Export Company Limited	Van Thien Le (Director-General)	+84 862535617
39.	Mega Viet Nam Chemical Company Limited	Nguyen Thi Thanh Thuy (Director)	+84 2437589089
40.	Minh Khai Import Export Trading Company Limited	Vuong Kiet Tho (Director)	+84 2839621935
41.	Minh Thai Trading and Technical Services Company Limited - Mtts Co., Ltd	Quach Van Thiep (Managing Director)	+84 2835264154
42.	Mns Feed Nghe An Company Limited - Anco Nghe An Ltd	Pham Trung Lam (Chairman)	+84 2383798986
43.	Mns Feed Tien Giang Company Limited - Anco Tien Giang	Pham Trung Lam (Chairman)	+84 2733642999
44.	Muoi Day Steel Trading Co., Ltd	Truong Thi Hang (Director)	+84 839128068
45.	Mytho Trading Joint Stock Company - Mitexco	Van Hai Nguyen (Director)	+84 733873072
46.	Nam Dinh Jute Joint Stock Company - Najimex	Xuan Thanh Nguyen (Director)	+84 2283849477
47.	Namsung Epc Company Limited - Namsung Epc	Na Jong Cheol (Director-General)	+84 2743803091



TRADE OPPORTUNITIES IN VIETNAM

48.	Ngoc Long Company Limited	Dinh Thuy Hong (Director)	+84 49230169
49.	Nguyen Tung Medical Equipment Company.Ltd	Tung Thanh Nguyen (Managing Director)	+84 835881511
50.	Nguyet Minh 2 Trading - Services - Environment Company Limited	Kim Nguyet Tran (Managing Director)	+84 854282228

ANNEXURE 14

LIST OF VIETNAMESE IMPORTERS OF HS CODE 300490 (Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses "incl. those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotics, medicaments containing hormones or steroids used as hormones, but not containing antibiotics, medicaments containing alkaloids or derivatives thereof but not containing hormones or antibiotics and medicaments containing provitamins, vitamins or derivatives thereof used as vitamins)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Abbott Laboratories S.A Representative	Douglas Kuo (Branch Manager)	+842838256551
2.	Advance Pharma Vietnam Company Limited - Advance Pharma Vietnam	Lertwilai Anan (Director-General)	+84 839977489
3.	Advanced Distribution Company Limited - Advanced Distribution Co. Ltd	Truong Quoc Chi (Managing Director)	+84 2839972779
4.	Agropharimex Minh Pharmaceutical & Trading	Nguyen, Tan Hung (Director)	+84 2903832676
5.	Aguettant Asia Pacific Pte. Ltd. (Singapore) - Representative Office	Moritz Muller	+84 2839144547
6.	Alliance Distribution Joint Stock Company	Thi My Chi Le (Director-General)	+84 838118555
7.	Aloe Trading Co. Ltd	Thi Nhi Truong	+84 839485120
8.	Amed Company Limited	Thi Phuong Chi Luong (Director-General)	+84 838691868
9.	American Vietnamese Biotech Inc - Amvibiotech Inc	Dang Nhi Nuong (Chairman & Managing Director)	+84 2866501148
10.	Ampharco U.S.A Pharmaceutical Joint Stock Company - Ampharco U.S.A	Vy Hoang Nguyen (Managing Director)	+84 838156880
11.	An Huy Trading - Service Company Limited	Trung Phan	+84 839907404
12.	An Huy Trading Services Company Limited	Trung Phan (Director-General)	+84 839907405
13.	An Nam Fine Food Co. Ltd - An Nam Fine Food	Thi Phuong Ha Nguyen	+84 835126404
14.	An Nam Food Co Ltd	Nguyen Thi Phuong Ha (Director)	+84 835126400
15.	An Sinh Commercial Company Limited - An Sinh Co. Ltd	Thuy Lien Duong (Director)	+84 435377123
16.	An Thinh Phat Trading Company Limited	Thanh Son Hoang (Director)	+84 438222189
17.	Angel Beauty Company Limited	Dao Ngoc Bich Ma (Managing Director)	+84 862908566
18.	Anh Minh Agriculture and Chemical Company Limited	Minh Hieu Trinh (Deputy Managing Director)	+84 839952120
19.	Anh Trang Import Export and Trading Company Limited - Tradimex Anh Trang Co., Ltd	Thi Thu Huong Le (Director)	+84 965069880

20.	Animex Saigon Joint Stock Company	Tri Vinh Le	+84 839303725
21.	Anova Biotech Joint Stock Company - Anova Biotech	Hieu Liem Nguyen (Chairman)	+84 838466888
22.	Anova Trade Corporation	Thi Hien Nguyen	+84 838482628
23.	Anpha Elite Joint Stock Corporation - Anpha Elite	Tuan Hinh Vu (Director)	+84 836008112
24.	Anvet Company Limited	Tu Thanh Lam	+84 839849014
25.	Ap Vietnam Joint Stock Company	Van Thang Dinh (Director)	+84 48465231
26.	Appletree Services Joint Stock Company - Appletree Services JSC.	Eric Merlin Jean Bernard (Director-General)	+84 2838235800
27.	Aria Cosmetics Vietnam Co., Ltd	Luong Hoang Thi Yen Loan (Director-General)	+84 6133936047
28.	Asia Medical Company Limited - Amco Co.,Ltd	Duc Lam Nguyen (Director)	+84 432323838
29.	Association Pharmaceutical Company Limited - Assopharma Co Ltd	Le Thi Tam (Director)	+84 839140749
30.	Astrazeneca Vietnam Company Limited - Astrazeneca Vietnam Co., Ltd	Nitin Kapoor (Director-General)	+84 2838278088
31.	Aum Impex (Pvt) Ltd	Dhanan Jay Kumar (Director-General)	+84 88245493
32.	Australian Pharmaceutical Trading Company Ltd	Hua Hue Tuyet (Chairman)	+84 838447863
33.	Bach Hung Sinh Joint Stock Company - Bahusi JSC	Tran Thi Thuy Huong (Director-General)	+84 835176354
34.	Bacninh Pharmaceutical Joint Stock Company	Nguyen Quang Bang	+84 2223824139
35.	Bali Pharmaceutical Company Limited - Bcp	Nhat Hai Nguyen (Managing Director)	+84 2223827028
36.	Bao Long Engineering Co Ltd	Guy Hong La (Director)	+84 88954275
37.	Beegreen Trade and Investment Company Limited	Pham Thi Thu Ha (Director)	+84 981935888
38.	Behn Meyer Vietnam Company Limited	Thi Thien Kim Khau (Director-General)	+84 6503766033
39.	Ben Tre Phramaceutial Joint Stock Company	Minh Tan Vo (Director-General)	+84 753829528
40.	Bichthuy Company Limited	Le Thi Bich Thuy (Director)	+84 439781214
41.	Bien Loan Pharmaceuticals Company Limited	Le Van Bien (Director)	+84 839290318
42.	Big World Joint Stock Company - Big World	Tran Tuyen Danh (Director-General)	+84 425108534
43.	Binh Minh Co., Ltd - B.M Co.,Ltd	Viet Binh Nguyen (Managing Director)	+84 862918491
44.	Binh Phu Import Export Production Trading Service Company Limited	Nguyen Van Tuyen (Director)	+84 2822520505
45.	Binh Viet Duc Co., Ltd	Duc Binh Ngo (Managing Director)	+84 838493219
46.	Biogroup Vietnam Company Limited - Biogroup Vietnam	Nguyen Thanh Nhan (Managing Director)	+84 2839650438
47.	Bom Trading and Shipping Joint Stock Company	Sang Hoon Youn (Managing Director)	+84 839151884



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48.	Boston Vietnam Pharmaceutical Joint Stock Company	Luong Dang Khoa (Director-General)	+84 6503769606
49.	Bt Vietnam Joint Stock Company	Ba Thuong Luu (Director-General)	+84 436230538
50.	Buu Thanh Pharmaceutical One Member Company Limited	Trinh Thi My Xuan (Director)	+84 938445056

ANNEXURE 15
LIST OF VIETNAMESE IMPORTERS OF HS CODE 854140 (Photosensitive semiconductor devices, incl. photovoltaic cells whether or not assembled in modules or made up into panels; light emitting diodes (excluding photovoltaic generators))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	A.B.M Co.Ltd - ABM	Minh Man Vu (Director-General)	+84835171014
2.	A.C.E Corporation	Hoang Chi Thanh (Director)	+84 839711100
3.	Aba Wellgrow Vietnam Company Limited - Aba Wellgrow Vietnam Co. Ltd	Chan Chun Hung Addision (Director & Chairman)	+84 903880211
4.	Ad.Tek Joint Stock Company - Ad.Tek., JSC.	Nguyen Thai Duong	+84 986728080
5.	Advanced Innovation of Technology Company Limited - I-Tech Co. Ltd	Duc Huyen Bui (Director)	+84 2223627373
6.	Advanced Link Technology for Communication Joint Stock Company	Tran Nam Hai (Chairman)	+84 435552099
7.	Advanced Systems for Industry Company Limited. - Asi	Nguyen Thi Chinh Phuong (Director)	+84 462691886
8.	Advanced Technologies Joint Stock Company	Truong Nam Son	+84 437335533
9.	Advanced Technology & Equipment Company Limited	Dao Le Nam Tien (Director)	+84 437725479
10.	Advancing Technologies & Investment Consultants Joint Stock Company	Le Anh Dung	+84 439330808
11.	AIC Trading Joint Stock Company	Nguyen Thi Diem Phuong (Chairman of the Board and Director)	+84 439422321
12.	Aimica Viet Nam Company Limited	San Vy Yen Thai (Director)	+84 866818862
13.	Ali-Bs Company Limited - Ali-Bs Co. Ltd	Le Thi Kim Binh (Director)	+84 2839407510
14.	All Asia Co. Ltd	Thi Vien Phuong Nguyen (Director)	+84 838334306
15.	Alliances Integrated Systems Company Limited - Alliances Co. Ltd	Vu Viet Tung (Director)	+84 2873007475
16.	Amec Technology JSC	Quang Tung Pham (Director)	+84 439945101
17.	An Binh Telecommunication Company Limited	Quang Minh Nguyen (Director-General)	+84 437669223
18.	An Cuong Thinh Constructiion And Engineering Company Limited	Huynh Phuoc Hai (Director)	+84 854328693
19.	An Phat Infomatic Service Trading Company Limited - Ap Co. Ltd	Thi Huong Giang Le (Director)	+84 435637003
20.	An Phat Information Technology Company Limited - An Phat Information Technology Co.,Ltd	Duong Nu Thien An (Managing Director)	+84 2839253789
21.	An Phu Medical and Trading Joint Stock Company - Ap Med. JSC	Nguyen Anh Van (Chairman & Managing Director)	+84 2432595566
22.	An Quoc Co Ltd	Vinh Quoc (Director)	+84 89351636

23.	An Quoc Technologies Corporation	Quoc Vinh	+84 835140319
24.	An Viet Technology Development and Application Company Limited	Dinh Ngau Nguyen (Managing Director)	+84 438684776
25.	An Vu Industry Joint Stock Company	Dang Cong Danh (Managing Director)	+84 918300784
26.	Anh Hong Technology Development Company Limited	Xuan Lam Nguyen (Director-General)	+84 435374250
27.	Anh Minh Cuong Trading Service Company Limited	Tang Khanh Quang (Director)	+84 838389941
28.	Anh Nghi Son Service Trading Company Limited	Ngoc Son Ta (Director-General)	+84 835170402
29.	Anh Nguyen Trading Technical Services Co. Ltd	Thanh Thai Nguyen (Managing Director)	+84 838126583
30.	Anphu High Technology Joint Stock Company	Nguyen Hoai Nam (Director)	+84 437725588
31.	Anthi Viet Nam Company Limited - Anthi Co. Ltd	Minh Phong Nguyen (Director-General)	+84 432038999
32.	ANNT Industrial and Trading Joint Stock Company - ANNT., JSC	Tran Minh Tung (Managing Director)	+84 2462872848
33.	Appliancz Vietnam Joint Stock Company - Azvn	Xuong Thanh Tran (Managing Director)	+84 838335520
34.	Applied Informatics and Commerce Co. Ltd	Y Linh Dam (Director)	+84 839209206
35.	Apply and Development Information Technology Company Limited	Hoang Thanh Hai (Director)	+84 438688898
36.	Aqua Electrical Appliances Vietnam Co. Ltd - Aev	Mochizuki Kentaro (Director-General)	+84 613836651
37.	Aries Technology Company Limited - Ariestech Co., Ltd	Nguyen Son Truong	+84 2438833366
38.	Asean Trading & Engineering Joint Stock Company - Asea Tec.,JSC	Pham Anh Tuan (Director-General)	+84 437735357
39.	Asia Technology and Equipment Joint Stock Company - Ate., JSC	Tran Huong Duong (Director)	+84 437710091
40.	Asia Technology Corporation	Vinh Le Cong (Chief)	+84 854102755
41.	Asian Star Technology Company Limited	Quoc Thai Truong (Managing Director)	+84 839770018
42.	Asp Investment & Technology Transfer Joint Stock Company	Duc Dung Nguyen	+84 435737459
43.	Astec Application and Services Smart Technology Corporation - Astec Corp	Quang Anh Nguyen (Director-General)	+84 437471218
44.	Astraco Metro Ltd	Rami Marciano (General Manager)	+84 838233868
45.	Autonics Vina Co Ltd - Autonics	Son Junseok (Director-General)	+84 2837712662
46.	Azbil Vietnam Co.,Ltd	Kiyoshi Kurata (Managing Director)	+84 432171112
47.	B&T Hi - Tech Trading and Service Company Limited	Nguyen Van Tai (Managing Director)	+84 437871768
48.	Bach Khoa Equipment Corporation	Thanh Tung Nguyen (Director-General)	+84 838662125
49.	Bach Tung Travel Construction Mechanical Company Limited - Bttcm Co. Ltd	Ba Tong Nguyen (Managing Director)	+84 6503772294
50.	Bach Viet Optical Medical Company Limited - B.V.M	Dang Chinh Chung (Director-General)	+84 64899031

ANNEXURE 16

LIST OF VIETNAMESE IMPORTERS OF HS CODE 853690 (Electrical apparatus for switching electrical circuits, or for making connections to or in electrical circuits, for a voltage <= 1.000 V (excluding fuses, automatic circuit breakers and other apparatus for protecting electrical circuits, relays and other switches, lamp holders, plugs and sockets)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	3c Engineering Co.,Ltd	Dang Quoc Huy (Director)	+84438641412
2.	3c Engineering Company Limited	Quoc Huy Dang (Director-General)	+84 436642037
3.	A Chau Industrial Technology Joint Stock Company	Dinh Thang Pham (Director-General)	+84 436658382
4.	Anh Thy Co., Ltd - ANT	Thuy Anh Thy Lam (Managing Director)	+84 837262077
5.	Bemac Panels Manufacturing Viet Nam Co., Ltd	Yano Mitsuhiro (Director-General)	+84 2439516386
6.	Chan Viet Development Technology Company Limited	Thi Dai Trang Nguyen (Director)	+84 838225275
7.	Dat Vinh Tien Company Limited	Nguyen Tran Thanh Long (Director-General)	+84 2873000296
8.	Dien Quang Lamp Joint Stock Company	Quynh Hung Ho	+84 838290135
9.	Edh Power Solution Joint Stock Company	Thi Thanh Do (Director-General)	+84 437830064
10.	Energy Technology Joint Stock Company	Linh Phuong Nguyen (Director-General)	+84 437830641
11.	Fuji Bakelite Vietnam Company Limited	Kazuo Yasui (Director-General)	+84 3213974551
12.	Glotek Viet Nam Company Limited	Van Cuong Mai (Director)	+84 432026026
13.	Ha Noi Production Electrical Equipment Joint Stock Company	Lai Van Hai (Director)	+84 2433916666
14.	Hai Nam Switchboard Manufacture Co. Ltd	Cong Thanh Luu (Director-General)	+84 838734066
15.	Hawee Production and Trading Joint Stock Company - Hawee Pt Co. Ltd	Do Thi Thu Huong (Director-General)	+84 2433117722
16.	Hong Ngoc Co Ltd - Hong Ngoc Co.Ltd	Trinh Van Hien (Director)	+84 437226068
17.	Kyokuto Vietnam Co.Ltd	Mano Shigeki (Director-General)	+84 2513566416
18.	Manh Phuong Electric Trading - Service Company Limited - MPE	Tam Manh Nguyen (Managing Director)	+84 839241855
19.	Mee Mechanical Electrical Engineering Company Limited	Nguyen Van Lien (Chairman)	+84 938848788
20.	Nam Phuong Viet Technology Company Limited - NPV	Huu Giac Pham (Managing Director)	+84 862671796
21.	Nissan Electric Vietnam Co.Ltd - NEV	Terao Kaoru (Managing Director)	+84 2413714436
22.	Q.T.C Technology Company Limited	Nguyen Quang Trung (Director)	+84 854453103

23.	Quoc Viet Trading and Engineering Company Limited	Thi Phuong Hien Huynh (Director)	+84 862599922
24.	R.E.E Electric Appliances Joint Stock Company	Trong Qui Tran (Managing Director)	+84 838497227
25.	Sang Tao Cong Nghiep Joint Stock Company	Bui Hoai Ngoc Phung (Director-General)	+84 837175486
26.	Schneider Electric Vietnam Co. Ltd.	Xavier Andre Maurice Denoly	+84 838103103
27.	Sea Power Company Limited	Hai Duong Ho (Chairman & Managing Director)	+84 835155138
28.	Shin Tung Vietnam Company Limited	Shun Chih Tsai (Managing Director)	+84 837542986
29.	Sunlihgt Electrical (Vietnam) Company Limited	Tan Kok Keng (Director-General)	+84 6503743505
30.	Tatung Electric Technology (Vietnam) Company Limited	Huang Chung Han (Director-General)	+84 6503559914
31.	Telecommunication Technical Service Joint Stock Company - TST	Sy Kien Phan	+84 437366984
32.	Tempearl Industrial (Vietnam) Co., Ltd	Harayabu Yuji (Director-General)	+84 837701214
33.	Thanh An Electric Company Limited	Nguyen Van Thuy (Director-General)	+84 438218347
34.	Thuan Tien Electrical Machinery & Building Co., Ltd	Thi Hong Xuan Pham (Director)	+84 835173846
35.	Tien Thanh Trading and Production Private Enterprise	Quang Dieu Hung (Director)	+84 839505373
36.	Toji Group Joint Stock Company	Minh Tien Ho	+84 9344445569
37.	Tri Viet Mechanical and Electrical Company Limited - TVMEC	Thi Le Thuy Nguyen (Director)	+84 838655422
38.	Tuan An Long An Joint Stock Company	Huynh Tuan An	+84 2723763791
39.	Uchihashi Vietnam Company Limited	Kodama Mutsuro (Director-General)	+84 6503589407
40.	Vietnam Industrial Systems Company Limited	Tuan Nam Tran (Director-General)	+84 438759985
41.	Vietstar Corporation	Van Nien Phan (Managing Director)	+84 618826664
42.	Xalotho Company Limited	Thi Thu Ha Tran (Chairman & Managing Director)	+84 439742147
43.	Yow Gaol Electrical Enterprises Vietnam Co., Ltd	Le Thi Thuy Trang (Director-General)	+84 2743860980
44.	Yura Viet Nam Company Limited - Yura Vina Co., Ltd	Son Ukhun (Director)	+84 2203867834

ANNEXURE 17
LIST OF VIETNAMESE IMPORTERS OF HS CODE 722530 (Flat-rolled products of alloy steel other than stainless, of a width of \geq 600 mm, not further worked than hot-rolled, in coils (excluding products of silicon-electrical steel))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	190 Steel Pipes Company Limited	Van Son Nguyen (Managing Director)	+84 313798696
2.	AN Hung Touong Co. Ltd.	Thi Quynh Thu Huynh (Director-General)	+84 838203820
3.	Arcelormittal - Stainless Service Vietnam Company Limited	Tuan Nam Tran (Director-General)	+84 3213980735
4.	Asean Steel Joint Stock Company - ASC	Van Phuong Ho (Director-General)	+84 5003949199
5.	Assab Steels Viet Nam Co., Ltd	Siak Song Tan (Managing Director)	+84 618899099
6.	B.C.H Joint Stock Company	Van Tuan Nguyen (Director-General)	+84 3203560641
7.	Ba An Joint Stock Company	Vu Van Kim Do (Director-General)	+84 435565789
8.	Baw Heng Steel (Vietnam) Company Limited	Pan Xi (Director-General)	+84 643931159
9.	Binh Trieu Mechanical and Construction Joint Stock Company	Nguyen Thanh Hao (Chairman)	+84 838994387
10.	China Steel Sumikin Vietnam Joint Stock Company - CSVN	Chao Tung Wong (Director-General)	+84 643932882
11.	Citicom Commercial Joint Stock Company	Le Phung Thang (Director-General)	+84 437664117
12.	Cna Chemical Co. Ltd	Sool Cho In (Director-General)	+84 6503635356
13.	Construction Machinery Joint Stock Company No.26	Duc Tho Dao (Director-General)	+84 2413634030
14.	Cuu Long Steel Joint Stock Company	Huynh Ngoc Dinh (Director)	+84 837541318
15.	Da Nang Steel Joint Stock Company	Xuan Duc Dinh (Director-General)	+84 5113774677
16.	Daeho Steel Vietnam Company Limited	Wan Pyo Hong (Director)	+84 2203570445
17.	Dai Duc Tan Co. Ltd	Nguyen Ngoc Quynh (Director)	+84 839615081
18.	Dai Dung Mechanical Electrical Joint Stock Company - D.M.E	Manh Hung Trinh (Director-General)	+84 723778091
19.	Dai Nam Steel Joint Stock Company	Hai Thanh Dinh	+84 837545210
20.	Dai Thien Loc Corporation – DTLS	Thanh Nghia Nguyen	+84 6503719999
21.	Daido Amistar (Vietnam) Co. Ltd	Susumu Sakata (Director-General)	+84 3213967604
22.	Dana-Uc Joint Stock Company - DUS	Thi Xuan Nguyen	+84 5113795555
23.	Dana-Y Steel Joint Stock Company	Van Tan Huynh	+84 5113737992
24.	Doan Minh Production and Trading Corporation	Sy Huong Dao (Chairman & Managing Director)	+84 437651825

25.	Dong A Company Limited	Tran Tuan Nam (Director-General)	+84 838150986
26.	Doosan Hai Phong Vietnam Heavy Industries Company Limited	Baek Kim Sang (Director-General)	+84 313712706
27.	Double T Engineering Co., Ltd - Double T Co. Ltd	Doan The Thuyen (Director & Chairman)	+84 2838165436
28.	Duc Viet Inox Joint Stock Company	Vu Ba Duc (Chairman of the Board and Director)	+84 313758311
29.	Eco Viet Nam Company Limited	Van Tuan Pham (Managing Director)	+84 2223798483
30.	Endo Stainless Steel Vietnam Company Limited	Tatsuya Suzuki (Director-General)	+84 435824784
31.	Eunsung Electronics Vina Co. Ltd.	Seo Jun Park (Managing Director)	+84 2413952082
32.	Everrich Steel Co. Ltd	Van Tam Nguyen (Chairman & Managing Director)	+84 3213587360
33.	Formosa Hatinh Steel Corporation	Yuang Cheng Chen (Director-General)	+84 393722123
34.	Fuco Steel Corporation Ltd.	Sio Beng Soo (Director-General)	+84 643924464
35.	Gia Anh Joint Stock Company	Pham Trung Dung (Director-General)	+84 437365581
36.	Gia Cuong Thinh Company Limited - G.C.T Co. Ltd	Quoc Gia Tu (Managing Director)	+84 837662475
37.	Golden Lotus Import - Export Investment Joint Stock Company	Nguyen Thi Thu Phuong	+84 47617669
38.	Ha Anh Stainless Steel Company Limited	Van Diep Tran (Managing Director)	+84 3213742134
39.	Hanoi Steel Center Company Limited	Nakayama Katsuma (Director-General)	+84 439590109
40.	Hien Le Trading and Service Company Limited - T&H Co., Ltd	Nguyen Thi Bao Hien (Director-General)	+84 2203783028
41.	Hoa Binh Information Technology Develoment & Trade Company Limited	Nguyen Xuan Tai (Director)	+84 2433940189
42.	Hoa Phat Da Nang Steel Pipe Company Limited	Nguyen Duc Tuan (Managing Director)	+84 2363733999
43.	Hoa Phat Dung Quat Steel Joint Stock Company	Mai Van Ha (Director-General)	+84 2553609951
44.	Hoang Gia Phat Steel Co., Ltd	Bach Thao Hoang	+84 6503737838
45.	Hoang Kim Joint Stock Company	Tran Ba Tuan	+84 837542434
46.	Hochiminh City Metal Corporation	Huy Hiep Dang (Director-General)	+84 838230078
47.	Hogetsu Vietnam Co., Ltd	Go Yamamoto (Managing Director)	+84 613568818
48.	Hong Loan Co Ltd	Tran Thanh Nguyen (Director)	+84 88650095
49.	Hung Yen Metallurgy Joint Stock Company	Nguyen Thi Toan	+84 2413645101
50.	Huu Lien Asia Corporation – HLA Corp	Tuan Nghiep Tran (Director-General)	+84 838770755

ANNEXURE 18
LIST OF VIETNAMESE IMPORTERS OF HS CODE 851712 (Telephones for cellular networks "mobile telephones" or for other wireless networks)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	247 Supply Materials Equipment Industry Company Limited	Nguyen Xuan Hai (Director)	+84902487068
2.	3c Engineering Company Limited	Quoc Huy Dang (Director-General)	+84 436642037
3.	A Chau Application Technical and Trading Company Limited	Pham Dinh Phu (Director)	+84 435635074
4.	A.C.E Corporation	Hoang Chi Thanh (Director)	+84 839711100
5.	Aba Wellgrow Vietnam Company Limited	Chan Chun Hung Addision (Director & Chairman)	+84 903880211
6.	ABB Ltd - Bac Ninh Branch	Vestner Markuspaul (Branch Manager)	+84 438611009
7.	Ace Industries Company Limited	Viet Hung Nguyen (General Manager)	+84 909794383
8.	Advance Information Technology Corporation	Tran Thanh Nguyen (Director)	+84 89973946
9.	AF Industry Joint Stock Company	Pham Viet Hung (Director)	+84 462812991
10.	Aic Trading Joint Stock Company	Nguyen Thi Diem Phuong (Chairman of the Board and Director)	+84 439422321
11.	Aimica Viet Nam Company Limited	San Vy Yen Thai (Director)	+84 866818862
12.	Akagi Vietnam Company Limited	Arai Tanie (Managing Director)	+84 2862583510
13.	Alliances Integrated Systems Company Limited	Vu Viet Tung (Director)	+84 2873007475
14.	Alstom Vietnam Company Limited	Henri Thierry Noirhomme (Director-General)	+84 438243053
15.	Amcotech Viet Nam Company Limited	Thu Hien Nguyen (Director)	+84 916060880
16.	Amec Technology JSC	Quang Tung Pham (Director)	+84 439945101
17.	An Duong Service Business Production Company Limited - ADG Corp.	Vu Toan Dang (Managing Director)	+84 462779777
18.	An Cuong Thinh Constructiion and Engineering Company Limited	Huynh Phuoc Hai (Director)	+84 854328693
19.	An Phuong Distribution Corporation	Minh Khoi Phan (Director)	+84 862821886
20.	An Son Electrical Technology Company Limited	Nguyen Huu Hai (Managing Director)	+84 2838163343
21.	An Viet Technology Development and Application Company Limited	Dinh Ngau Nguyen (Managing Director)	+84 438684776
22.	An Viet Technology Services Trading Company Limited	Hoa Quang Huan (Managing Director)	+84 2466874668
23.	An Bao Corporation	Ngoc Nguyen (Director-General)	+84 839118841
24.	Anh Kim Trading Company Limited	Truong Ngoc Minh (Director)	+84 85123933

25.	Anh Nghi Son Service Trading Company Limited	Ngoc Son Ta (Director-General)	+84 835170402
26.	Apollo Viet Nam Power Back - Up Company Limited - Apollo Viet Nam Power Back - Up Co.,Ltd	Nguyen Duc Duyen (Director)	+84 2435430509
27.	Appliancz Vietnam Joint Stock Company - AZVN	Xuong Thanh Tran (Managing Director)	+84 838335520
28.	Application & Development of Electronics Technology Joint Stock Company - ADT JSC	Ngo Dinh Luyen (Managing Director)	+84 2435653883
29.	Aps Mechanical & Electrical Co., Ltd	Trinh Huu Tuong (Director)	+84 837559966
30.	Asean Mechanics and Electricity Corporation	Van Huy Le (Director-General)	+84 438561499
31.	Asean Trading and Engineering Joint Stock Company	Anh Tuan Pham (Director-General)	+84 438357557
32.	Asia Electricity and Light Equipment Company Limited - Asia Light Co., Ltd	Nguyen Ngoc Toan	+84 913011009
33.	Asia Pacific Corporation	Hoang Quang Trung (Director & Chairman)	+84 436760416
34.	Asia Technology and Engineering Joint Stock Company	Huu Thuy Nguyen (Director-General)	+84 435642502
35.	Asian Star Technology Company Limited	Quoc Thai Truong (Managing Director)	+84 839770018
36.	Asic Consulting and Technologies Services Joint Stock Company	Luong Han Nguyen (Managing Director)	+84 437481504
37.	Ateco Industry Company Limited	Vu Van Chinh (Director)	+84 2466758291
38.	Autonics Vina Co., Ltd	Son Junseok (Director-General)	+84 2837712662
39.	Avco Technology and Technical Equipment Joint Stock Company	Van Ve Nguyen (Director)	+84 463294349
40.	Azbil Vietnam Co.,Ltd	Kiyoshi Kurata (Managing Director)	+84 432171112
41.	B&T Hi - Tech Trading and Service Company Limited	Nguyen Van Tai (Managing Director)	+84 437871768
42.	B2B International Company Limited	Nguyen Thanh Hoa (Director)	+84 2253260068
43.	Bach Viet Industry Company Limited	Hoang Hanh Nguyen (Director)	+84 862771887
44.	Bach Viet Technologies Corporation	Xuan Hai Hoang (Director-General)	+84 835470976
45.	Bao Linh Technical Equipment Trading Company Limited	Quoc Bao Nguyen (Managing Director)	+84 438723064
46.	Bao Nha Company Limited	Thu Lam Le (Managing Director)	+84 839907642
47.	Bateco Viet Nam Joint Stock Company	Pham Anh Tuan (Director-General)	+84 2466813388
48.	Beled Vietnam Service Trading Production Company Limited	Tran Thi Tuyet Lan (Managing Director)	+84 917535367
49.	Ben Thanh Trading Marketing Company Limited	Bui Minh Dang (Director)	+84 439301875
50.	Binh An Company Limited - B.A Co. Ltd	Nguyen Van Xuyen (Director)	+84 862645906

ANNEXURE 19
LIST OF VIETNAMESE IMPORTERS OF HS CODE 392690 (Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s. (excluding goods of 9619))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	75 Rubber One Member Limited Liability Company	Nguyen Van Hanh (Director)	+84433838315
2.	Ben Thanh Rubber Joint Stock Company	Ban Nguyen (Director-General)	+84 837908068
3.	Chin Lan Shing Rubber Hatay Technical Company Limited	Huang Tsung - Min (Director-General)	+84 2433635065
4.	Dae Duk Band Vietnam Company Limited	Kwak Dai Sik (Director-General)	+84 613514046
5.	Dathoa Plastic Company Limited	Duc Hoa Tran (Director-General)	+84 6503556753
6.	Eiwo Rubber Mfg Co., Ltd	Kiyoko Hirai (Managing Director)	+84 439550125
7.	Giai Phong Rubber Company Limited	Chu Trong Trung	+84 436770568
8.	Jeil Phu Tho Company Limited	Ho Jun Song (Director-General)	+84 2103955815
9.	Keum Han Viet Nam Company Limited	Keum Bai Kim (Managing Director)	+84 3213949807
10.	Kohsei Multipack Vietnam Co., Ltd	Kanno Fumiteru	+84 2113593415
11.	Nasan Industrial Vina Co., Ltd	Si Chang Ryu (Director-General)	+84 2413952338
12.	Parker Seal Vietnam Company Limited	Juan Manuel Gutierrez Mendoza (Director-General)	+84 2513966952
13.	Ponaflex Vietnam Co., Ltd	Byoung Ryun Park (Director-General)	+84 613514743
14.	Sam Hwan Vina Company Limited	Il Hwan Kim (Director-General)	+84 613566057
15.	Shin Tung Vietnam Company Limited	Shun Chih Tsai (Managing Director)	+84 837542986
16.	Thanh Binh Rubber-Plastic Company Limited - Perubco Ltd	Le Tan Son (Director-General)	+84 2837545273

ANNEXURE 20
LIST OF VIETNAMESE IMPORTERS OF HS CODE 740311 (Copper, refined, in the form of cathodes and sections of cathodes)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Dong Viet Non-Ferrous Metal and Plastic Joint Stock Company	Ngoc Dang Tran (Director-General)	+84 838253124
2.	Dong Viet Non-Ferrous Metal and Plastic Joint Stock Company	Ngoc Dang Tran (Branch Manager)	+84 723639999
3.	Hailiang Vietnam Metal Products Company Limited	Zhu Zhang Quan (Director)	+84 663898666
4.	Korea Copper Tech Vietnam Co., Ltd - KCT Co., Ltd	Yong Sik Kim (Director-General)	+84 2263577003



ANNEXURE 21

LIST OF VIETNAMESE IMPORTERS OF HS CODE 271012 (Light oils and preparations, of petroleum or bituminous minerals which $\geq 90\%$ by volume "incl. losses" distil at 210°C "ASTM D 86 method" (excluding containing biodiesel)

<u>S. No.</u>	<u>COMPANY NAME</u>	<u>CONTACT PERSON</u>	<u>CONTACT INFORMATION</u>
1.	Anzoil (Asia) Pvt Ltd	Jonathan C Akerman (General Manager)	N. A.

ANNEXURE 22

LIST OF VIETNAMESE IMPORTERS OF HS CODE 720839 (Flat-rolled products of iron or non-alloy steel, of a width of \geq 600 mm, in coils, simply hot-rolled, not clad, plated or coated, of a thickness of $<$ 3 mm, not pickled, without patterns in relief)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	190 Steel Pipes Company Limited	Van Son Nguyen (Managing Director)	+84 313798696
2.	A Dong Color Metal Manufacture Trading and Investment Joint Stock Company	Nguyen Van Son (Managing Director)	+84 934475156
3.	An Hung Tuong Steel Co., Ltd	Thi Quynh Thu Huynh (Director-General)	+84 838203820
4.	Arcelormittal - Stainless Service Vietnam Company Limited	Tuan Nam Tran (Director-General)	+84 3213980735
5.	Asean Steel Joint Stock Company - ASC	Van Phuong Ho (Director-General)	+84 5003949199
6.	Assab Steels Viet Nam Co., Ltd	Siak Song Tan (Managing Director)	+84 618899099
7.	B.C.H Joint Stock Company	Van Tuan Nguyen (Director-General)	+84 3203560641
8.	Ba An Joint Stock Company	Vu Van Kim Do (Director-General)	+84 435565789
9.	Baw Heng Steel (Vietnam) Company Limited	Pan Xi (Director-General)	+84 643931159
10.	Binh Trieu Mechanical and Construction Joint Stock Company	Nguyen Thanh Hao (Chairman)	+84 838994387
11.	China Steel Sumikin Vietnam Joint Stock Company - CSVN	Chao Tung Wong (Director-General)	+84 643932882
12.	Citicom Commercial Joint Stock Company	Le Phung Thang (Director-General)	+84 437664117
13.	Cna Chemical Co., Ltd	Sool Cho In (Director-General)	+84 6503635356
14.	Coma 68 Joint Stock Company - Coma 68.,JSC	Quang Trung Dam (Director-General)	+84 2043662288
15.	Construction Machinery Joint Stock Company No.26 - Coma 26	Duc Tho Dao (Director-General)	+84 2413634030
16.	Cuu Long Steel Joint Stock Company	Huynh Ngoc Dinh (Director)	+84 837541318
17.	Da Nang Steel Joint Stock Company	Xuan Duc Dinh (Director-General)	+84 837541318
18.	Daeho Steel Vietnam Company Limited	Wan Pyo Hong (Director)	+84 2203570445
19.	Dai Duc Tan Co., Ltd	Nguyen Ngoc Quynh (Director)	+84 839615081
20.	Dai Dung Mechanical Electrical Joint Stock Company - D.M.E	Manh Hung Trinh (Director-General)	+84 723778091
21.	Dai Nam Steel Joint Stock Company	Hai Thanh Dinh	+84 837545210
22.	Dai Thien Loc Corporation - Dtls	Thanh Nghia Nguyen	+84 6503719999

23.	Daido Amistar (Vietnam) Co., Ltd	Susumu Sakata (Director-General)	+84 3213967604
24.	Daiyu Steel Vietnam Company Limited	Kenji Morinaka (Director)	+84 2743776145
25.	Dana-Uc Joint Stock Company	Thi Xuan Nguyen	+84 5113795555
26.	Dana-Y Steel Joint Stock Company	Van Tan Huynh	+84 5113737992
27.	Doan Minh Production and Trading Corporation	Sy Huong Dao (Chairman & Managing Director)	+84 437651825
28.	Dong A Iron Steel Corporation	Tran Tuan Nam	+84 838150623
29.	Dong A Company Limited	Tran Tuan Nam (Director-General)	+84 838150986
30.	Doosan Hai Phong Vietnam Heavy Industries Company Limited	Baek Kim Sang (Director-General)	+84 313712706
31.	Double T Engineering Co., Ltd	Doan The Thuyen (Director & Chairman)	+84 2838165436
32.	Duc Viet Inox Joint Stock Company	Vu Ba Duc (Chairman of the Board and Director)	+84 313758311
33.	Eco Viet Nam Company Limited	Van Tuan Pham (Managing Director)	+84 2223798483
34.	Endo Stainless Steel Vietnam Company Limited	Tatsuya Suzuki (Director-General)	+84 435824784
35.	Eunsung Electronics Vina Co., Ltd	Seo Jun Park (Managing Director)	+84 2413952082
36.	Everrich Steel Co., Ltd	Van Tam Nguyen (Chairman & Managing Director)	+84 3213587360
37.	Formosa Hatinh Steel Corporation	Yuang Cheng Chen (Director-General)	+84 393722123
38.	Fuco Steel Corporation Ltd.	Sio Beng Soo (Director-General)	+84 643924464
39.	Gia Anh Joint Stock Company	Pham Trung Dung (Director-General)	+84 437365581
40.	Gia Cuong Thinh Company Limited - G.C.T Co., Ltd	Quoc Gia Tu (Managing Director)	+84 837662475
41.	Golden Lotus Import - Export Investment Joint Stock Company	Nguyen Thi Thu Phuong	+84 47617669
42.	Ha Anh Stainless Steel Company Limited	Van Diep Tran (Managing Director)	+84 3213742134
43.	Hanoi Steel Center Company Limited	Nakayama Katsuma (Director-General)	+84 439590109
44.	Hien Le Trading and Service Company Limited - T&H Co., Ltd	Nguyen Thi Bao Hien (Director-General)	+84 2203783028
45.	Hoa Binh Information Technology Develoment & Trade Company Limited	Nguyen Xuan Tai (Director)	+84 2433940189
46.	Hoa Sen Group	Ngoc Chu Tran (Director-General)	+84 6503790955
47.	Hoa Sen Steel One Member Company Limited	Duc Hoang Hoang (Managing Director)	+84 6503737200
48.	Hoang Gia Phat Steel Co., Ltd	Bach Thao Hoang	+84 6503737838
49.	Hoang Kim Joint Stock Company	Tran Ba Tuan	+84 837542434
50.	Hochiminh City Metal Corporation	Huy Hiep Dang (Director-General)	+84 838230078

ANNEXURE 23
LIST OF VIETNAMESE IMPORTERS OF HS CODE 390210 (Polypropylene, in primary forms)

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	3h Vinacom Company Limited	Taek Kyu Lee (Director-General)	+842413714204
2.	A Dong Plastic Joint Stock Company	Huu Tuong Nguyen (Director-General)	+84 433658245
3.	Agc Vietnam Chemical Company Limited	Kalantar Mastan Mohamed (Chairman)	+84 643895310
4.	Aikawa Viet Nam Company Limited	Akihito Sasaki (Director-General)	+84 439550213
5.	Ak Vina Company Limited	Sun Young Kim (Director-General)	+84 613543733
6.	An Phat Plastic and Green Environment Joint Stock Company	Le Trung Nguyen (Director-General)	+84 3203755997
7.	An Phu Viet Plasticscompany Limited	Van Hung Nguyen (Director)	+84 22137513336
8.	Asia Plastic Industries Joint Stock Company	Le Manh Hung (Director-General)	+84 2386256148
9.	Aureole Business Components & Devices Inc	Osamu Miwa (Managing Director)	+84 613991214
10.	Bayer Vietnam Limited	Kohei Sakata (Director-General)	+84 838450828
11.	Better Resin Joint Stock	Tsung Ming Cheng (Director-General)	+84 6503742256
12.	Binh Minh Trading and Mechanical, Construction Company Limited	Nguyen Van Tuan (Director-General)	+84 2437805296
13.	Buwon Vina Co., Ltd	Won Kap Jeon (Director-General)	+84 43936888
14.	Cat Thai Manufacturing & Trading Company Limited	Tuan Anh Le (Managing Director)	+84 837302106
15.	Cat Thai Manufacturing and Trading Company Limited	Tuan Anh Le (Chairman)	+84 837300154
16.	Chemtech Co., Ltd	Chalermkiat Phonperpoontawee (Director-General)	+84 2743767088
17.	Chi Ya Vietnam Enterprise Limited	Pong David (Director)	+84 875056523
18.	Chin Huei Plastic Industrial Joint Stock Company	Shun Yuan Shun Lu (General Manager)	+84 313860642
19.	Cho Chen (Vietnam) Co., Ltd	Song Chin Liang (Director-General)	+84 6503559929
20.	Clariant Vietnam Company Limited	Sock Lan Soh (Director-General)	+84 6503743162
21.	CNC Vinh Phuc Technology JSC	Nguyen Quang Kha (Director-General)	+84 974997980
22.	CNI Company Limited - C&I Co., Ltd	Choi Ikdong (Managing Director)	+84 2223952371
23.	D.H.Q Plastic Packing Producing and Trading Incorporation	Ngo Ngoc Diep (Director)	+84 87505457

24.	Dai A Industry Joint Stock Company	Van Luong Phi (Managing Director)	+84 462516308
25.	Dai Thanh Vinh Corporation - Dai Thanh Vinh	Trinh Ngoc Loan (Managing Director)	+84 2837565368
26.	Dainichi Color Vietnam Company Limited	Toshihiro Yamada (Director-General)	+84 2413714800
27.	Daiwa Plastic Thang Long Co Ltd	Kentaro Okuno (Director-General)	+84 438813888
28.	Daiwa Plastics (Vietnam) Company Limited	Yukinori Kaida (Director-General)	+84 837701099
29.	Di Dai Hung Private Enterprise	Khuu Van Hung (Proprietor)	+84 838763615
30.	Diem Thanh Trading Production Co., Ltd	Thanh Duong Nguyen (Director-General)	+84 854282034
31.	Dong Nai Plastic Construction Joint Stock Company	Tran Huu Chuyen (Director-General)	+84 613836269
32.	Dong Viet Non-Ferrous Metal and Plastic Joint Stock Company	Ngoc Dang Tran (Director-General)	+84 838253124
33.	Dongsung Chemical (Vietnam) Co., Ltd	Sung Joon An (Director-General)	+84 613936698
34.	DSM Vietnam Company Limited	Kwang Hyun Seo (Director)	+84 3213967920
35.	Durocolour Vietnam Limited	Robert Neil Daniel (Director-General)	+84 2513514262
36.	Eco Green Plastic Joint Stock Company	Thanh Nghi Vu	+84 945633399
37.	European Plastic Joint Stock Company	Quoc Huy Hoang	+84 3513583123
38.	Fabinno Vina Company Limited	Yeon Bong Ji (Director-General)	+84 2103722119
39.	Fataco Ltd	Van Thanh Le (Managing Director)	+84 89629304
40.	Five Continents Plastics JSC - Fc Plastics	Nguyen Quoc Khanh (Managing Director)	+84 2383539888
41.	Fu Sheng Company Limited	Su Pao Hung (Director-General)	+84 6503740057
42.	Fujimold Vietnam Company Limited	Miura Mitsuo (Managing Director)	+84 313618612
43.	Gia Dinh Chemical Manufacturing Trading Service Co. Ltd	Huynh Ngoc Tuyet Minh (Managing Director)	+84 2743782450
44.	Green PVC Additives Joint Stock Company	Nguyen Duc Phu (Managing Director)	+84 2103736666
45.	Hai Binh Asia Limited Company	Nguyen Van Tuan (Director)	+84 988233222
46.	Hai Thien Synthetic Fiber Limited Company	Guo Biao (Director)	+84 2723774881
47.	Han Viet Company Limited	Viet Hung Nguyen (Director-General)	+84 2103857408
48.	Headway Advanced Materials (Vietnam) Co., Ltd	Hsu Jung Hsiao (Deputy Director General)	+84 613560236
49.	Hoang Son Co., Ltd	Tuyet Hoa Nguyen (Director-General)	+84 438279781
50.	Hp Chemicals Joint Stock Company	Van Vuong Vu	+84 313528486

ANNEXURE 24
LIST OF VIETNAMESE IMPORTERS OF HS CODE 850760 (Lithium-ion accumulators (excluding spent))

S. No.	COMPANY NAME	CONTACT PERSON	CONTACT INFORMATION
1.	Dongdo Electronics Hai Phong Co. Ltd	Ha Jeong Woong (Director-General)	+842258830801
2.	Dry Cell and Storage Battery Joint Stock Company	Thanh Van Tran (Director-General)	+84 839203063
3.	Eresson Viet Nam Joint Stock Company	Le Thuy Hanh	+84 2437680205
4.	Kornam Battery Company Limited	Kim Jun Hwan (Director-General)	+84 363846260
5.	Le Long Vietnam Company Limited	Jui Chun Lee (Director-General)	+84 723779666
6.	Samsung SDI Vietnam Company Limited	Jae Kyeong Lee (Director-General)	+84 2416262010
7.	See Well Investment Company Limited	Chen Kou Jen (Director-General)	+84 613671182
8.	Tia Sang Battery Joint Stock Company	Van Thanh To (Director-General)	+84 313835377
9.	V-Eikou Company Limited	Masao Inoue (Deputy Director General)	+84 6503553841
10.	Vietnam Center Power Tech Co. Ltd - Vietnam Vision	Huanong Zhang (Chairman)	+84 908206821
11.	Yacht Technology (Vietnam) Co.,Ltd	Fang Ming Lee (Director-General)	+84 6502220411



Confederation of Indian Industry 125 Years: 1895-2020

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